



CONNECTICUT College for Women, on the west bank of the Thames River in the northern section of New London.

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# CONNECTICUT INDUSTRY

APRIL  
 1938

# T. A. D. JONES & CO., Inc.

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BRIDGEPORT, CONN.



NEW HAVEN TERMINAL

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# CONNECTICUT INDUSTRY

April . . . . 1938

VOLUME 16 NUMBER 4

L. M. BINGHAM, Editor

## MANUFACTURERS' ASSOCIATION OF CONNECTICUT, INC.

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## Nightmare of Government Reports

By E. KENT HUBBARD

Joe Perrick might be the head of the division in the internal revenue department which devises the forms for use in connection with old age benefit payments. Joe Gaspipe may be the head of the division which devises the returns for the unemployment compensation section. Oscar Dooftop might be the deviser in the corporation tax section, while Julius Zilch and hoards of his colleagues are at work in Washington and in every state in the union devising forms which must be filled out by employers throughout the length and breadth of the land. It is quite evident that Joe does not know what Oscar is doing, and Julius has no idea of what the others are doing. None, apparently, care much what Congress has in mind in the way of new laws which will necessitate forms and reports which are slowly disintegrating the brains of the few who have managed to preserve their sanity under the pressure.

Yesterday I sat with a group of ten men. Three of them were tax practitioners, one was a noted economist—a professor at one of our large universities—and the others were financial officials of large and small Connecticut concerns. One of these men remembered that ten years ago his company was called upon to file 250 government reports per year. In the year 1937 this same company filed 8,400 reports. One of the practitioners said that during the period January 1-March 15 four years ago 12 stenographers were engaged in typing government reports of clients. This year, with approximately the same number of clients, 26 girls were employed. An officer of one company represented said that nine new employees, together with thousands of dollars' worth of machinery and much hair-tearing, were necessary to handle the social security act returns alone.

The general discussion was to the effect that responsible officers of industrial plants now have comparatively little time to give to constructive business-making because of the tremendous detail of analyzing and keeping abreast of the numerous laws, every one of which contains brain-teasers, often indecipherable. Witness the sample in the house revenue bill:

"If the dividend credit is a percentage of the adjusted net income which is more than 55 and less than 71, the tax shall be a percentage of the adjusted net income equal to the sum of 9, plus three-eighths of the amounts by which 71 exceeds the percentage which the dividend credit is of the adjusted net income.

"If the dividend credit is a percentage of the adjusted net income

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# FEDERAL LEGISLATION

*Following is a legislative report from Tilson, Stanley & McCuen, the Association's legal representatives in Washington.*

WITH a trade agreement with Great Britain in the making, which is arousing great interest in New England, it is interesting to take stock of just how much actual progress has been made by Secretary of State Cordell Hull, up to the present time, in his campaign to break down international trade barriers.

The United States has entered into trade agreements with seventeen foreign countries and the "most favored nation" clauses in international treaties have made it necessary to give practically all nations of the world the benefit of reduced duties allowed in any of the trade agreements. The result has been that Secretary Hull's program has brought about a very general reduction in the tariff duties applicable to the products of all foreign nations except the few who are not by treaty on the "most favored" list, of which Germany is the principal example.

With all these reductions in tariff rates, however, it is open to doubt whether the great majority of American manufactured products are any less protected by tariff duties now than they were in 1933. Only those products upon which specific and not ad valorem rates are levied, and these are largely farm products, have been seriously affected by reciprocal trade agreement tariff reductions.

As a matter of fact, practically all Secretary of State Hull has accomplished by his reciprocal trade agreements has been to take off to some extent the tariff increases made by his Chief, President Roosevelt, by reducing the gold content of the American dollar. Inasmuch as the law limits reduction by trade agreements to fifty per centum, the decrease on ad valorem duties cannot be greater than the increase caused by devaluation.

When the President reduced the gold content of the dollar by more than half—a reduction which was much more accurately reflected by exchange rates than by domestic prices—he automatically doubled in its protective effect every tariff rate based

on a percentage of the foreign value of imported articles. Only specific duties—a specified number of dollars or cents per unit—were unaffected.

Since then Secretary of State Hull, apparently in all sincerity, has been trading back to the rest of the world part of the increased duties which his Chief produced by devaluation of the dollar. Except for the farmer and manufacturer unfortunate enough to be making or producing articles protected by specific duties, there have naturally been few vociferous protests.

On an article, which before the devaluation of the dollar was imported into the United States at a valuation in foreign currency which equalled \$1.00 American, with an ad valorem rate of twenty-five per centum, the duty was twenty-five cents. After the devaluation of the American dollar, the value of the article in foreign currency equalled \$2.00 American and, applying the twenty-five per centum ad valorem rate to that figure, a duty of fifty cents, or double, resulted. In cases like this Secretary Hull has been able to cut the tariff rate in half without reducing the protection below the amount enjoyed in 1933.

It would seem, therefore, that except where specific duties are concerned the probable danger to American industry from trade agreements is somewhat exaggerated, unless the President should decide to put additional gold back into the American dollar, which is highly unlikely.

## Wages and Hours Bill

The recent conference at the White House between the President on the one hand and William Green and John P. Frey, representing the American Federation of Labor, indicates that another effort will be made to obtain wage and hour legislation at this session of Congress.

After the conference, Mr. Green stated that he agreed with the President that an effort should be made to pass a bill at this session and that he would support such an effort even if a minimum wage of less than forty cents an hour should be attempted. He expressed himself strongly against the establishment of a new agency to enforce such legislation and urged that enforcement be committed to the Department of Justice as in the case of most other laws.

A sub-committee of the Labor Committee of the House is working along other lines, however.

## Federal Trade Amendments

Manufacturers of food, drugs, cosmetics and health devices are substantially affected by the Wheeler-Lea bill, which has just been passed by Congress, and, as this is written, awaits the President's signature to become a law.

The bill, when it is finally enacted into law, will substantially enlarge the Federal Trade Commission's authority with respect to false or misleading advertising in those fields. The law will apply particularly to cases where public health is endangered.

The Commission's jurisdiction is now limited to cases where unfair competition is a factor. The new law will permit the Commission to act without regard to the effect of the alleged acts upon business competitors, but merely upon a showing of damage to or deception of consumers.

The new law goes into effect sixty days after it has been signed by the President. It provides strict penalties up to a \$5,000.00 fine and six months' imprisonment and on a second conviction \$10,000.00 fine and one year's imprisonment.

## HIGH SPOTS

*By the Editor*

**Tax Episode.** On the morning of March 15 all was serene at the Association headquarters since Professor Fred R. Fairchild of Yale University, national authority on finance and taxation and the Association's tax adviser, had been scheduled for March 16 to present the Association's viewpoints before the Senate Finance Committee on the proposed Revenue Bill of 1938.

Then the untimely death of his mother intervened. Unable to attend his mother's funeral and return to Washington before Monday, March 21, Professor Fairchild asked for postponement of his appearance on behalf of the Association, until that day.

On March 16 Senator Lonergan telegraphed the Manufacturers' Association of Connecticut that the Finance Committee hearings on the tax bill would end Saturday, March 19, and that the spokesman of the Association could not testify after that date

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# BRIDGEPORT FABRICS, Inc.

**Editor's Note.** This article, the 42nd in a series on Connecticut's industries and individual companies, is the story of a century of development by one of the prominent manufacturers of narrow fabrics.

**K**EEPING pace with modernism in decorative and utility products used chiefly in conveyances has been the living catechism of Bridgeport Fabrics, Inc., since the inception of its earliest predecessor formed "sometime" in the year 1837. Fires and the tidy habit of keeping the "decks clean for action" leave little trace of the earliest activities of the company.

## Background and Development

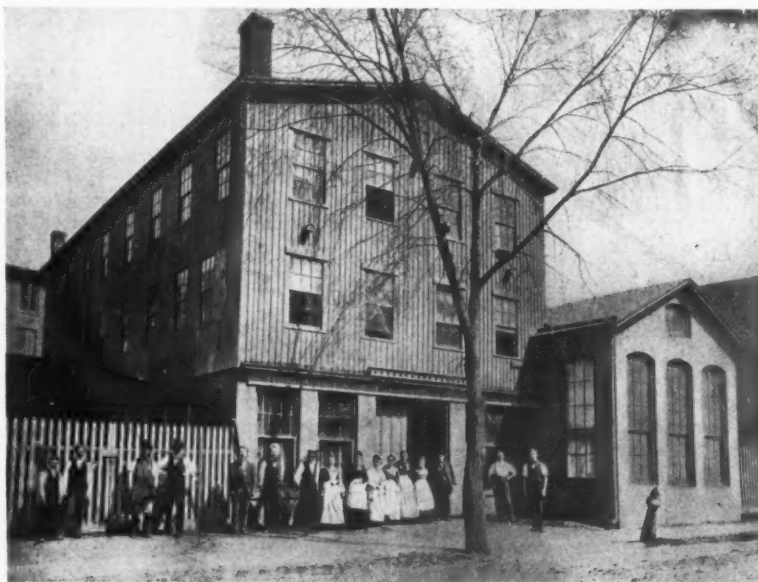
When "giddy yap" was the accelerator in the average man's principal means of rapid locomotion, the predecessor of the Bridgeport Coach Lace Company, the B. K. Mills Company, was the last word as a producer of modern interior decorations for coaches such as, coach lace, tassels, and upholstery trimmings. Time moved on, so did Bridgeport Coach Lace Company—one jog ahead. With the onset of the "gasoline buggy" company officials never missed "a trick." They stepped into the lime-light easily in the manufacture of tassels, robe rails and upholstery trimmings or bindings for automobiles. These items, purchased by most motor car and body builders, now constitute the bulk of the company's business. Modern yesterday—modern today and looking to future possibilities in order to continue modernity and profitable operation tomorrow! That's the swiftly moving, terse and dramatic tale of Bridgeport Fabrics, Inc. A century old last year, the Bridgeport Coach Lace Company changed its name on its hundredth birthday to Bridgeport Fabrics, Inc., as if to erase the only harmless blot on its century old record of keeping "in tune with the times," or all reminders of "the horse and buggy days."

Now for the details. From 1878 when Wheeler Beers, president; Nathan Buckingham and Charles P.

Wood of Bridgeport, incorporated the Bridgeport Coach Lace Company to take over the assets of B. K. Mills and Company, until 1900, only a moderate expansion of plant and facilities occurred. During that time the company acquired a small number of gang looms for the weaving of narrow fabrics, both elastic and non-elastic. In 1900 a modern plant was erected and equipped after a disastrous fire at the old Johns Street location. Sales of \$60,000 to \$100,000

and sales of trimmings for carriages naturally dropped, but the introduction of closed cars started the company on its way to its present position as one of the leading suppliers of upholstery trimmings and interior decorations for sedans, coaches, busses, trailers and aircraft.

Demand for the company's products, constantly growing in popularity, prompted the purchase in 1928 of Chadbourne & Moore, Inc., a Massachusetts corporation located at



**B. K. MILLS & Company plant on Johns Street, Bridgeport, about 1875. This plant was burned and a new modern plant erected in 1900, just 22 years after the assets of B. K. Mills and Company had been taken over.**

were made annually to manufacturers of carriages and similar horse drawn vehicles. At the same time a growing volume of elastic webbing was being produced and sold for use in the manufacture of corsets and garters.

With the outbreak of the World War, production of narrow woven fabrics increased tremendously with the rising demand for large quantities of elastic and non-elastic materials for war requirements. Meantime the popularity of the automobile had increased extensively. The large carriage manufacturers became producers of motor cars and bodies. Production

Chelsea, Mass. Upon purchase the name of the newly acquired company was changed to the Bridgeport Coach Lace Company of Massachusetts. Depressed demand, starting some 3 years later and continuing during 1932, caused the Bridgeport Coach Lace Company to start liquidation of the Chelsea plant in December, 1932, and the consolidation of activities, formerly done in Chelsea, in additional plant space acquired in Bridgeport. Liquidation of the Chelsea plant was finally completed in 1934.

Shortly after the liquidation of



**TWENTY-Five Year Club at Bridgeport Fabrics Inc. First row (left to right) Rose Cleary, Rosalind Finn, Harold B. Naramore, Emma Schuneman, Margaret MacMillan, Helena Bennett. Second row (left to right) Albert Heske, Anthony Velecky, John Luchansky, Sr., T. N. Wakeman, Earl J. Morrell, J. Irving Hamm, Everett B. Moore, Philip Descheneaux and Liboire Goyette.**

the Chelsea plant and its consolidation with the main plants of the Bridgeport Coach Lace Company business conditions improved and operations again became profitable.

The greater share of the company's production — upholstery trimmings for automobiles—moving as it does to a large number of automobile factories in the Detroit area, largely for new equipment, the pulse of the Bridgeport Coach Lace Co. (Bridgeport Fabrics Inc.,) beats slow or fast with the heart-beat of the auto industry. Only a small percentage of the upholstery materials reach the replacement market. If you would always remember Bridgeport Fabrics Inc., look at your fabric robe rail and the beading strips which give the finishing touch to the upholstery in your car.

In recent years the increasing duties on goods moving into Canada from the United States caused many automobile manufacturers to start branch plants in one of the Canadian provinces. Because the Canadian regulations required the purchase of Canadian manufactured products to a large extent instead of those made in other countries, Bridgeport Fabrics

Inc., saw the advantage of establishing a Canadian branch plant. In its statement of corporate powers, the Canadian company, Bridgeport Fabrics

of Canada Limited, at St. Hyacinthe, Quebec, was given the power to make and deal in robe rails, toggle grips, tassels, curtain cord, woven fabrics, laces, bindings and other similar articles.

Within the past 3 to 5 years, through the efforts of its President, H. B. Naramore, the Bridgeport Fabrics Inc. acquired an interest in the Wonder Loom, a new type of shuttle-less loom. An impressive installation at the Holland Ave. plant has made possible more specialized operations along certain lines in the automotive field, thus permitting the company to stay in the highly competitive "running" for the latest high grade woven fabrics demanded by automobile manufacturers. To provide for moderate expansion needs and greater diversification of products, the land and building of the American Specialty Company was acquired in 1936, providing approximately 10,000 additional feet of floor space opposite the company's Holland Avenue plant.

Impressed with the need for greater diversification of products during 1936, the management started the development of narrow fabrics woven from glass yarns. This work which has been gradually developing for the past two years in cooperation with Owens-Illinois Glass Company has already progressed to the stage where

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**WONDER Loom in operation at Company booth, Bridgeport Centennial Exposition in 1936.**

# NEW LONDON

**Editor's Note.** This is the tenth in a series of articles outlining the background and development of Connecticut industrial cities. Others published previously include articles on Bridgeport, Hartford, New Haven, Norwalk Waterbury, Meriden, New Britain, Stamford, and Danbury. Data furnished by O. G. Andrews, Publicity Chairman, New London Chamber of Commerce.

**T**HE trend in 1938 is toward New London becoming an educational and cultural center of importance and national repute, in addition to being a summer playground attracting an estimated 15,000 vacationist population. Such a happy combination—education starting when frolicking stops—plus small, diversified industries and Federal pursuits, will tend more than ever to level off the never too high peaks and never too low valleys in New London's welfare. Believe it or not, the 1929 depression began to be felt in New London in 1932!

Like all Connecticut, New London points with pride to its early history and wealth of substantiating evidence. But so unlike many other Connecticut communities, New London's town and city lines are co-extensive. Nor is

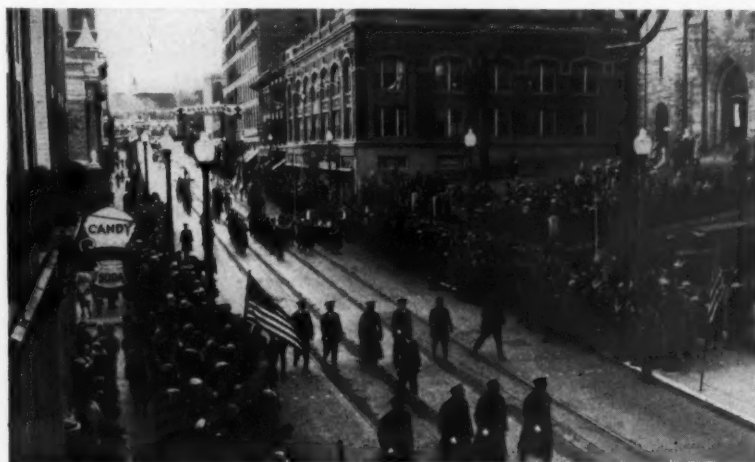


**BENEDICT ARNOLD** cared not that it was the tomb of Jonathan Brooks in Ye Ancient Burial Grounds (1646) which afforded him a vantage point on which to sit on his horse while watching New London burn in 1781.

that the unfortunate part. New London, so generous in the days when its men were occupied with the sea, ceded and deeded its lands which once extended to the Connecticut river on the west, to other towns, that they might grow. The outcome of that generosity on the part of the city's founders and

early settlers is that both city and town now occupy the "gigantic" total of  $5\frac{1}{4}$  square miles of territory. There's not one of the towns created from New London's beginning that isn't three times its area!

If  $5\frac{1}{4}$  square miles or 3,452 acres (New London's size) do not become a clear picture in your mind's eye, let's make a few comparisons. New London's population is 32,000. Colchester, a neighbor, occupies 30,014 acres, with a population of 2,134. Voluntown, not too far afield, boasts 39,911 acres and a population of 651! North Stonington, close to New London, occupies 36,316 acres, with 1,135 souls residing within its confines. Many more similar comparisons might be cited. Derby, with its 10,788 population, is the only town or city within the State that claims less acreage than New London; that being 3,293. Enough, to show the limitations of little old New London when there is a thought of it ever becoming a big city. Its growth—and it is growing—must be recorded in the history of Waterford which surrounds it on three sides (the Thames river being on the fourth) and in the history of Groton across the river. Because of its small area and dense population, New London never can hope



**AN ARMISTICE Day** parade on State Street, New London, with the Old County Court House (1784), a fine specimen of Colonial architecture, to be seen at the head of the street.





**A SHRINE to Nathan Hale.** In this little "red schoolhouse," then located in Union Street, young Nathan Hale, revolutionary hero, taught school in 1774. The landmark has since been moved to a plot in the ancient burial ground where visitors may inspect it.

to have within its borders cheap factory land; contra-wise, the beautiful and engaging former fine estates of wealthy summer residents, whose era has been gradually passing with deaths and high upkeep, lend themselves admirably to the establishment of an educational colony. No more picturesque locale is to be found than this—overlooking a broad harbor and Long Island Sound.

That an excellent start has been made in transforming New London into a home of learning is evidenced to those who visit the city and those who know graduates from its well rated higher seats. Connecticut College for Women, well endowed, established in 1915 on 650 acres of the sightliest site in the city, with a capacity of 715 students; with graduates in 42 states and in foreign countries, is among the top notchers. Its substantial and attractive granite buildings, cut from its own quarries, are increasing each year—and so is the demand for entrance.

The new Coast Guard Academy nearby, with its \$2,500,000 plant and perpetuation of true Colonial architecture, ranks equally with West Point and Annapolis in curricula and the quality of the officers commissioned to carry on this valuable

branch of government service.

An advanced Submarine School for naval ensigns and lieutenants is housed across the Thames from the Coast Guard Academy at the United States Submarine Base in Groton. Here are taught the future officers who actually will go down to sea in ships, touching Davy Jones' locker frequently and so skilled in the management of bigger and better undersea craft, that the thought of extra hazards in submarine service is passed over lightly.

Within the past two years, the memory of a late, beloved Coast Guard admiral has been honored by Admiral Billard Academy, a prep school for boys planning to enter government academies. Billard has had an auspicious start in spite of the ravages of fire that partially destroyed its dormitory and classrooms at the height of its first school season. Esprit de corps was attained as the result of carrying on under the handicaps that were Billard's after the fire, that is fast flinging it forward into the category of "best" boys' schools. Billard occupies two former summer estates.

It appears that 1938 will bring New

*(Continued on page 27)*



**U. S. COAST Guard Academy, New London,** showing view of the parade ground—classrooms, near foreground; administration building, center; cadet dormitory, background. These buildings and several more nearer the Thames River, of Colonial design, were erected in 1932 at a cost of \$2,500,000. Land was donated by the city of New London. Cadets are graduated after a four year course as ensigns into the commissioned personnel of the Coast Guard.



# NEWS FORUM

**Couchman to Address N. A. C. A. in New Haven.** Charles B. Couchman, C. P. A. and a partner in the firm of Barrow, Wade, Guthrie & Company will talk on the subject of "Recent Developments in Accounting Practice" at the April 26 meeting of the New Haven Chapter of the National Association of Cost Accountants to be held in the Y. W. C. A. Ballroom, New Haven.

Mr. Couchman has had a very broad experience in the accounting field and is author of many articles and books on accounting subjects. The dinner will be held at 6:30 p. m. preceding the meeting.

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**American Mutual Completes Fifty-First Year.** The American Mutual Liability Insurance Company of Boston, a ten-year advertiser in CONNECTICUT INDUSTRY, marked the fifty-first calendar year of its history in 1937 by showing an increase of 28% in its premium writings over the 1936 total. The business of the year amounted to \$27,646,624. According to President Charles E. Hodges, Jr., the increase in workmen's compensation insurance of more than 31% was largely responsible for the company's excellent showing. Automobile and other insurance lines accounted for approximately 15% of the company's increase.

Total premiums of the company for the third successive year reached the highest levels in the history, with assets, reserves and surplus increased correspondingly. At the end of 1937 the policyholders' surplus equalled \$5,423,393.76 and the assets \$34,866,615.64. The American Mutual record of policyholder dividends, said to be the longest without interruption, con-

tinued through 1937 with all policyholders receiving 20% in dividends on expirations during that year.

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**Trumbull Speaks Over WGY.** John H. Trumbull, former governor of Connecticut, and president of the Trumbull Electric Manufacturing Company, spoke in the evening of March 11 on the General Electric Farm Forum program from WGY, stressing the need for mutual understanding and encouragement. Mr. Trumbull said in part: "I can see no way of eliminating the present confusion until capital, labor and government assume responsibility for their own actions, such actions of necessity being in harmony with the general public welfare.

"Industry is handicapped by minority blocs, often led by those who seek domination, with little sense of personal responsibility. The maladjustment between employer and employee is popularly spoken of as a labor problem, but it is not adequate to say that the factors are only labor and capital because all disturbances in the production of goods to meet human wants affect the consumer both as to continuous delivery and as to price. Consequently, the responsibility of labor is to capital, government and consumer.

"It is natural and proper for business and labor to organize. Organizations is a recognized necessity in modern social and political life. But all such organized groups should be made responsible under laws that are operable and fair.

"Organized industry, so far, seems to have had a far greater share of regulatory attention than organized labor. Both should be equally responsible to government and to the public."

**Schick Starts Razor Patent Suit.** Charging patent infringement, the Schick Dry Shaver Inc., of Stamford, started suit on February 14 in the U. S. District Court in Hartford against General Shaver Corporation, a subsidiary of Remington Rand Inc. The Schick Company is attempting to show infringement by the defendant on three basic electric razor patents, owned by the plaintiff.

The Schick Company is represented by Attorneys Drury Cooper and Abraham Tulin, both of New York City, while the General Shaver Corp. is represented by Samuel E. Darby, New York City, Thomas J. Spellacy and George H. Cohen of Hartford.

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**Incentive Compensation May be Tried at United.** United Aircraft Corporation has recently presented to its stockholders for their consideration and action at the annual meeting, Tuesday, March 29, at the company's office in East Hartford, a plan to provide for payment of what is described as "incentive compensation."

The plan, if adopted, will work something like this. After the company has provided from current earnings a sum sufficient to pay stockholders a dividend equal to \$1 a share on the average number of shares outstanding, a sum will then be set aside from the remainder of the earnings, not to exceed 5 per cent, to be distributed among those who are to participate in the distribution. The amount set aside for distribution will then be divided, 40 per cent among the senior officers and employees and 60 per cent among junior officers and employees in such manner as determined by committees of the directors. Under the proposed plan no persons shall receive



## All-America Honors!

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**ROBERTSON  
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more than 10 per cent of the sum set aside. In the event dividends in any one year do not reach 50 cents a share on the corporation stock, no extra compensation will be provided under the plan.

According to Frederick B. Rent-schler, chairman of the board of directors, "Incentive payments of the nature contemplated in the Plan have the additional advantage of rewarding outstanding accomplishments by individuals without involving permanent increases in pay, which may not be warranted in future periods, either as a result of a lesser comparative accomplishment or as the result of decreased earnings of the Corporation as a whole."

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**Colt's Reports Net Earnings Gained.** Colt's Patent Fire Arms Mfg. Co. has recently reported net earnings for 1937, after depreciation and reserve for taxes, in the amount of \$1,161,946 or \$5.81 a share, an increase of 40 per cent over the earnings of \$825,652.76 or \$4.13 a share for 1936. From these earnings, dividends amounting to \$776,700 were paid making a total of \$4 per share for the year. At the close of the year the company had 3865 stockholders or an increase of 478 over the total for 1936. As of December 13, 1937, Colt's had 2123 employees or an increase of 9 over the total on the payroll at the close of 1936.

Surplus account was increased by \$264,050 or 6 per cent bringing the total surplus to \$4,478,348.97 as of December 31, 1937.

In his report to stockholders, President Samuel M. Stone made an interesting breakdown of taxes paid by the company during 1937, amounting to a total of \$449,561.22. United States Government income tax took \$149,219.82 of the company's earnings, United States Government capital stock tax took \$9,561, and United States Government excise tax took \$9,401.34. Another \$19,503.98 went for Connecticut franchise tax, \$120,248.62 for social security taxes, and \$81,626.46 for City of Hartford taxes.

Breaking down the total taxes paid in terms of employment and against shares of stock shows that the company paid for each employee \$211.75 and at the rate of \$2.32 per share of stock outstanding.

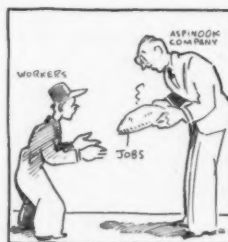
During the first part of the year, the company made a special payment amounting to 5 per cent of wages and

salaries. On April 1, all wages and salaries were increased 10 per cent and at the close of the year a special payment was made to each employee of 6 per cent of his earnings for the year.

The company's total assets as of December 31, 1937, were \$10,384,009 or an increase of 7.5 per cent over the 1936 total.

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**Aspinook Starts Wheels Moving.** The Aspinook Company, sold in January after being shut down for five months because of labor troubles, was operating March 1 at approximately one-fifth of capacity. Approximately



100 of the 500 employees who held jobs last August when operations were suspended, were back at work, with the management promising re-employment to others as soon as business conditions improve.

The Aspinook Company engages in the printing, dyeing and bleaching of goods.

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**Gay Replaces Coe on Council.** Roger E. Gay, Woodbury, assistant sales manager at the American Brass Company, Waterbury, succeeds John A. Coe, Jr., Waterbury, as a member of the Connecticut division of the New England Council.

Mr. Coe, sales manager of the American Brass Company, recently resigned because of pressure of business, recommending Mr. Gay, his assistant, as the one to succeed him. Born in Malden, Mass., son of Dr. and Mrs. F. W. Gay, Gay was later educated in the public schools of Malden, afterward attending Harvard for three years. He left Harvard in 1926 to start work in the plant of the American Brass Company. After extensive training, Mr. Gay became assistant to Mr. Coe in 1933 and in 1936 was made assistant sales manager.

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**Mill Near Completion for Bridgeport Brass.** The new \$4,000,000 rolling mill of Bridgeport Brass Company, one of the largest in the brass

mill products manufacturing business in the country, is nearing completion and is expected to be in operation this summer. The mill, covering a floor area of some 200,000 sq. ft. is thoroughly systematized on the straight-line principle now used in the steel industry.

Work was started last May on both the mill and an adjoining laboratory and office building. When completed this new unit will be devoted to the production of sheet forms of practically all copper base alloys.

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**Death of Typewriter Pioneer.** E. J. Manning, 72, former vice president and general manager of the Royal Typewriter Company, a pioneer in the industry and for 30 years one of its foremost figures until his retirement in 1920, died suddenly Thursday afternoon, March 10, at the Hartford Hospital of a cerebral hemorrhage.

Mr. Manning was taken ill on the afternoon of March 9 at his home in Coventry where he had lived since the fall of 1936 after having made his home in Hartford and West Hartford for nearly 40 years.

Generally credited with bringing to Hartford both the Underwood Typewriter Company and the Royal Typewriter Company, Mr. Manning has served the former as factory manager from 1896, when the Underwood visible machine was placed on the market, until 1907, when he became associated with the Royal Company. He was made vice president and general manager of Royal in 1910, resigning in 1914 to become one of the organizers of the Federal Adding Machine Company.

He was prominently associated with the Hartford County Manufacturers' Association, which he assisted in forming, and was a former member of the Hartford Golf Club, the Hartford Club, the Hartford Board of Trade and the Hartford Business Men's Association.

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**International Declares Dividend.** The International Silver Company declared on February 17 a dividend of \$2 a share on its preferred capital stock, payable April 1 to stockholders of record March 15.

Dividends in arrears on preferred capital stock on January 1 were \$16 a share, and on April 1, when the payment voted has been made, arrearage will amount to \$15.75, the dividend payment being 25 cents over the amount regularly due.

**New Haven Acquires New Shirt Company.** James M. Wolfe, 1st vice president of the Brewster Shirt Corporation, Danbury, employing some 400 persons, announced on March 3 that his company would shift its plant and operations from Danbury to New Haven about April 1. The decision to move to New Haven came following a previous meeting with New Haven Chamber of Commerce and city officials headed by Oscar A. Monrad, executive secretary of the Chamber.

Mr. Wolfe announced that his company desired to move its plant to New Haven because of the inadequacy of its present manufacturing space in Danbury. It will occupy a building on Water Street formerly used by the Lesnow Shirt Company, recently removed to Massachusetts, where it will occupy, on a lease basis, approximately 38,000 sq. ft. of floor space.

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**Carton Company Leases Manchester Space.** A five-year lease on 12,000 square feet of manufacturing space on the first floor of Cheney Brothers Spinning Mill No. 4, South Manchester, was signed for the owner by C. M. Middlebrook, Hartford realtor, with Ralph C. C. Nourse. Mr. Nourse will operate a paper carton manufacturing business, a new industry for the community.

★ ★ ★

**Stanley Introduces New Electric Screw Drivers.** The Stanley Electric Tool Division of the Stanley Works, New Britain, has recently announced two new portable electric screw drivers Nos. 02 and 02H, both powerful production tools for use wherever assembly work is done with screws or nuts.

The advantages of these new Screw Drivers is said to be their light weight, compactness and balance which permits their use for close quarter and long reach work. Both are available in four driving speeds and are equipped with patented adjustable tension clutch, an exclusive Stanley feature. No. 02 has an enclosed "on" and "off" switch mounted in the rear end bell. No. 02H has an "automatic" pistol type handle with a double pole, trigger type switch.

★ ★ ★

**Coale Made Chairman of American Hosiery.** S. Chase Coale former president of American Hosiery Company, New Britain, was made chairman of

the board of directors in February. Vice President Roger W. Whitman was made president to succeed Mr. Coale and Robert C. Lyman has been made vice president to fill Mr. Whitman's former post.

★ ★ ★

**Death of Warrenton Wool Executive.** Charles W. Shanks, 52, plant superintendent for the Warrenton Woolen Company, died Wednesday night, March 16 at the Charlotte Hun-

ate School of Business Administration, said: "There is no such thing as labor unrest, but there are many unrestful people." Professor Whitehead stressed the necessity of better understanding of the problems and the attitude of the "other fellow," and pointed out many difficulties arising with employer groups as well as those of employees by declaring and adhering to too many "principles."

He gave numerous illustrations, drawn from actual occurrences, in



**CONNECTICUT men attend recent Board meeting in New York. (Left to right) James A. Emery, General Counsel of National Association of Manufacturers and N. A. M. Directors, C. R. Burt, President, Niles, Bement, Pond Co., Hartford, Conn.; Walter Robbins, Chairman of General Cable Corporation, New York; D. A. Currie, President, Erie Foundry Company, Erie, Pa., and F. F. Barnes, President, Associated Spring Corporation, Bristol, Conn.**

gerford Hospital where he had been a patient for 3 days. He had been ill with a stomach disorder for some time previous but continued with his duties until he went to the hospital.

★ ★ ★

**Harvard Professor Speaks on Industrial Relations.** Speaking before the Harvard Business School Association of Connecticut at a dinner held at the Hartford Golf Club, Tuesday night, March 8 on the subject of "Coping with Labor Unrest," Thomas North Whitehead, professor of industrial sociology at the Harvard Gradu-

ate School of Business Administration, said: "There is no such thing as labor unrest, but there are many unrestful people." Professor Whitehead stressed the necessity of better understanding of the problems and the attitude of the "other fellow," and pointed out many difficulties arising with employer groups as well as those of employees by declaring and adhering to too many "principles."

He gave numerous illustrations, drawn from actual occurrences, in which the adherence of employees to certain symbolisms and customs was rehearsed to illustrate points made. In fact, said Professor Whitehead, economic abstractions are social problems. He showed further peculiarities of the symbolisms and their effect on workers and how a sincere human interest in employees was necessary to obtain the best understanding and cooperation between employer and employee.



#### Hawley Heads Gas Association.

George S. Hawley, president of the Bridgeport Gas Light Company, was elected president of the New England Gas Association at its recent annual meeting. Although the Association has been in existence only twelve years, officials of Connecticut public utility companies have been selected three times for the presidency of the organization. Mr. Hawley's predecessors in that office were H. R. Sterrett, president of the New Haven Gas Light Company, and R. H. Knowlton, vice president of the Connecticut Light and Power Company.

The Association's purpose is the interchange of thought between executives and operating personnel of its member companies for the mutual benefit of all in improving operating technique and in furnishing better gas service to its public.

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#### Buck Made Landers Director.

Attorney John H. Buck of Hartford was elected a director of Landers, Frary and Clark at the annual meeting of stockholders held Tuesday, March 8. At the same time there was added to the list of officers the name of Bret G. Neece of the sales department as a vice president. The following officers were chosen by the board of directors: chairman of the board, Charles F. Smith; president, Arthur G. Kimball; vice presidents, F. A. Searle, Joseph F. Lamb, W. H. Rattenbury, H. R. Owen, D. M. Sheppard and Mr. Neece; treasurer, Richard L. White; secretary, Henry T. Burr; assistant treasurers, Oliver N. Judd and Albert C. Anderson; assistant secretaries, W. M. Baker, H. A. Traver and Paul V. Guiberson.

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#### Veeder-Root Shows Large Profit Increase.

In the 1937 report of Veeder-Root Inc., submitted to directors in February by Graham H. Anthony, president, net earnings of \$1,055,975 were revealed, or an increase of 22 per cent from the \$865,366 shown in 1936.

After payment of \$825,000 in dividends during the year, (bringing the five-year total to \$1,875,000), a major adjustment of \$56,500 was transferred to earned surplus, to make surplus stand at \$970,022, as of December 31. The report shows assets at the year end of \$4,592,722 compared with \$3,345,340 at the end of 1936, of which \$2,372,276 were current against \$1,791,338 at the close

of 1936. Current liabilities were \$490,340 compared with \$456,819 December 31, 1936.

In his report, President Anthony said: "I would call particular attention to the fact that direct taxes on your corporation during 1937 amounted to \$352,247 compared with \$258,663 in 1936 and \$113,618 in 1935. Of 1937 taxes, 297,309 are federal."

★ ★ ★

**Carlyle Johnson Publishes New Catalog.** The Carlyle Johnson Machine Company of Manchester, Connecticut, has just recently published a new catalog, completely descriptive of "Johnson Friction Clutches" of all types, sizes and applications.

The new catalog, size 6 1/8" x 9 1/4", not only describes the company's



standard type of friction clutch with metal-to-metal friction, Super Johnson type with Raybestos faced expansion ring to run dry where required, but also lists in addition all recent improvements as well as price changes.

Although it has already been distributed widely among the trade, a copy will be sent upon request to any interested user of clutches.

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#### N. E. Council Holds Quarterly Meeting.

Discussion of Reciprocal Trade Agreements ranked No. 1 in the considerations of the New England Council which met for its fiftieth quarterly meeting at Hotel Bond, Hartford, Friday, March 11. Despite an excellent presentation of the advantages of executing the Reciprocal Trade Agreements program by Henry F. Grady, vice chairman of the U. S. Tariff Commission and chairman of the Interdepartmental Committee on Reciprocity Information, several hundred industrialists and business men in the area voted seven to one against Secretary Hull's policy.

Preceding the regular sessions on Friday was a reception and dinner Thursday night for New England Council officers and committeemen.

Following the dinner the recreational development group adopted plans for a \$150,000 New England exhibit at the New York World's Fair in 1939—a maritime theme in which New England Sea Towns would surround the last square-rigger ever built in this section.

Among those attending the reception and dinner on Thursday evening were: S. McLean Buckingham; A. E. Payson, president American Thermos Bottle Company, Norwich; Council President, James W. Hook, president Geometric Tool Company, New Haven; Wilson H. Lee, chairman of the Wilson H. Lee Company, Orange; Francis S. Murphy, publisher Hartford Times; Harry C. Knight, president The Southern New England Telephone Company; Willard B. Rogers, president Bond Hotels; and E. Kent Hubbard, president Manufacturers' Association of Connecticut, Inc.

Chief speakers on the program besides Governor Cross and Henry F. Grady were Henry F. Long, Massachusetts Commissioner of Corporations and Taxation, James W. Hook, Council President and Norris W. Ford, traffic manager of the Manufacturers' Association of Connecticut. Commissioner Long recommended the tax factor in New England industrial competition with the remainder of the country and urged the support of the Council and other business organizations to "make New England a place to which wealth could come without confiscation." Mr. Ford, speaking on the Southern Governors' petition for reduction of railroad freight rates called the action a "strategic move on the part of the South to lessen Northern opposition by getting the new rate-making principle established on relatively unimportant commodities, which would set a precedent which the Commission would be forced to follow later in dealing with such highly competitive items as textiles and paper."

The Council meeting, characterized by many observers, as the most "enthusiastic and fruitful quarterly meeting ever held," was attended by several hundred Connecticut business men, including a large delegation of Connecticut industrialists, urged to attend by the Manufacturers' Association of Connecticut.

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**Palmer Brothers Re-elects Officers.** All officers and directors of Palmer



Brothers, manufacturers of carpet linings and mattresses of New London, were re-elected at a stockholders' meeting held on February 21 at the company's offices.

Charles F. Payson of Payson and Company, is chairman of the board, Frederick W. Mercer, president, J. Reid Johnson, secretary-treasurer, L. W. Jackson, vice president.

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**Colt's Exhibits at Electrical Show.** Colt's Patent Fire Arms Manufacturing Company exhibited its Noark Electrical products in Booths 39 and 40 at the New England Electrical Trade Show held at Boston Garden, Massachusetts, March 9, 10 and 11.

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**Silex Renames Officers.** Directors of the Silex Company re-elected directors at its recent annual meeting of stockholders as follows: President, Frank E. Wolcott; vice president, Wesley R. Beecher, and secretary, Edward T. Garvin.

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**Trumbull Heads New England GOP Group.** Ex-Governor John H. Trumbull was recently named New England chairman of the National Policy Committee of the Republican Party headed by Chairman Glenn Frank. Members of the group assigned to the task of shaping a statement of policy on current affairs recently adopted a resolution instructing the committee to "keep in mind the desirability of a field of common thought on which all elements in agreement with the political and economic principles that we consider vital to the defense and development of America's free institutions may unite."

In commenting on the possibility of coalition of dissatisfied Democrats with the Republican party, Chairman Frank said: "It is probably inevitable that sooner or later those who think alike about a political and economic basis upon which to proceed will have to act alike as well as think alike."

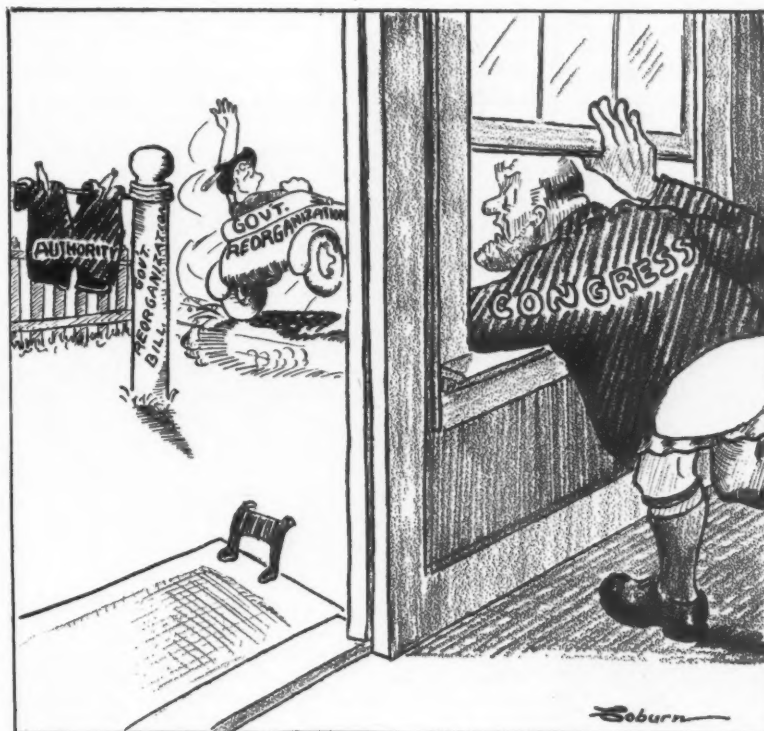
The National Program Committee established nine regional subcommittees to obtain a cross section of opinion from the rank and file of the party, with each regional chairman reporting to a central agency with headquarters in Chicago. The two-day meeting of the National Program Committee was ended in Chicago on March 1 and saw the efforts of committee directed to a three-fold duty, namely to (1) "Make an honest and objective audit of the New Deal," (2) Restate the

"economic and political philosophy with which the Republican Party faces the new circumstances of the new era,"

(3) Shape a comprehensive report of policy on such moot problems as labor, agriculture, business, taxation, social security, political and foreign affairs and unemployment.

has a part in the nation's job.

"The farmer is a small business man; destroy the big agricultural implement business that makes his plow, or the big railroad business that carries his crop to market—will that save him? The druggist is a small business man; do you help him by ham-



SHADES of the "old swimmin' 'ole"

**Cameron Shows No Conflict Between Big and Little Business.** Speaking over the air recently, W. J. Cameron of the Ford Motor Company said a mouthful of common sense about little and big business,—two subjects which have been discussed none too intelligently in recent years.

Mr. Cameron said in part: "Dividing industry into 'big' and 'little' is artificial. Industry is both—that makes it industry. Ninety-eight per cent of American industries employ less than 500 men each. Today's big industries were small within our lifetime; many of today's small industries will become big before our lifetime ends. Large industries may make small industries necessary, and small industries make large ones possible. Wipe out large industries and you wipe out three-fourths of the small ones; wipe out the small ones and the large ones cannot go on. They work together. Each

pering the pharmaceutical laboratories? The vegetable and fruit grower is a small business man; can you prosper him by breaking down the big canning industry? Shall the only big thing in the United States be the public official? Shall we have giant politicians and pygmy producers, towering bureaucrats and dwarf inventors? They got that in some countries, and wherever they got it, the production of bread—even bread!—fell below human needs."

## MEMO PAD

**Editor's Note.** The following notes are reminders of the most important bulletins sent to members from February 21 to March 24.

**Move to Test Disallowance of Royalties Under State Tax.** Taxation

Bulletin No. 145, dated February 21, 1938. Tells of Attorney General's opinion to the effect that royalties are a form of rental.

**Inserts for Manual on Connecticut Unemployment Compensation Act.** On General Bulletin heading, Manual Instruction Sheet No. 4, dated February 23, 1938. Attaches five sheets

**Meeting of Anglo-U. S. Reciprocal Trade Treaty.** General Bulletin No. 633, dated March 1, 1938. Announces New England Council meeting and discussion of Anglo-U. S. Reciprocal Trade Treaty.

**Refund Claims on Mexican 3% Income Tax Due in March.** Foreign Trade Bulletin No. 73, dated March

**gard to the Borah-O'Mahoney Licensing Bill.** General Bulletin No. 634, dated March 8, 1938. Points out the obnoxious and highly dangerous nature of this bill and advises the Association is being represented in opposition to it.

**Status of Transportation Bills in Congress.** Transportation Bulletin No. 556, dated March 8, 1938.

Transportation Bulletin No. 557, dated March 10, 1938, advises Interstate Commerce Commission's decision in Ex Parte 123, which provided for increases of 10% in freight rates and charges.

**Trade Agreement Signed Between United States and Czechoslovakia.** General Bulletin No. 636, dated March 14, 1938.

**Consolidated Classification Committee Docket No. 73.** Transportation Bulletin No. 558, dated March 16, 1938. Tells of a scheduled hearing on this docket in New York on April 13 together with listings of commodities to be discussed.

**Increased Freight Rates as Authorized in Ex Parte 123 to Become Effective March 28.** Transportation Bulletin No. 559, dated March 18, 1938. Explains increases and their effect upon shippers.

**Prospects Appear Favorable for a Workable and Equitable Revenue Act.** Taxation Bulletin No. 147, dated March 21, 1938.

**Association Heard on Repeal of Surplus Tax.** Taxation Bulletin No. 148, dated March 22, 1938. Describes Professor Fairchild's testimony in brief.

**Tax Reminders.** Taxation Bulletin No. 149, dated March 24, 1938. Subjects covered in bulletin are: Ruling modified on royalty deductions in state tax; Deadline soon on state corporation tax; Corporation reports due with town clerk; Returns due on non-stock corporations; Senate tax head commends our testimony.

**We Urge All Members to Send a Representative to Yale University on April 4.** General Bulletin No. 637, dated March 24, 1938. Announces state-wide highway safety conference on April 4 and urges attendance by manufacturers.



**PROBLEM in birth control.**

to be inserted in manual in places noted on Manual Instruction Sheet.

**Bituminous Coal Commission Revokes Prices and Marketing Rules.** Transportation Bulletin No. 555, dated February 24, 1938. Announces revocation of established minimum prices and marketing rules and regulations for the Bituminous Coal industry under the Guffey Act and announces intention of Commission to go out new price schedules.

1, 1938. Gives instructions on method and time of payment on Mexican Income Tax.

**House Version of the Revenue Act of 1938 (HR 9682).** Taxation Bulletin No. 146, dated March 7, 1938. Gives brief analysis of measures in the House and advises that the Association has been allotted time before Senate Finance Committee.

**The Situation Looks Bad in Re-**

# DEPARTMENTS

## Accounting Hints for Management

*Contributed by Hartford Chapter N. A. C. A.*

### Unusual Uses of Accounting Data.

An extremely unusual use of cost data has come to our attention: that of showing a customer how quoted prices had been arrived at, and by the same token the unsoundness of quoted competitive prices. A discouraged salesman, in desperation, appealed to the cost accountant for help when a large customer had been lost due to high quoted prices. The cost components were analyzed and investigated item by item as to material, labor and overhead. When the data had been assembled it was presented to the management. It was found that by quoting a somewhat lower price, all variable overhead costs and most of the fixed charges could be recovered and the plant could be placed on a normal operating basis. Demonstrable cost data, plus candor with the customer had very salutary results.

A wood working concern was confronted with the problem of reducing its costs but due to conditions beyond its control could not hope to accomplish anything with the labor factor. The only place that a saving could be made was in material and overhead costs. The company had been in the habit of buying "bargain" lots of lumber. It was found on a complete study of the costs that this lumber was the most expensive material that it could buy. By changing to the best grades of lumber it saved from 20 to 40% of the total cost of the finished goods. The high priced labor expended on the cheap lumber, with heavy waste and the added labor all through the factory, multiplied the costs far more than any one realized. A fundamental error in this industry is to consider costs on per foot angle rather than on the finished article. The savings accomplished were in freight, lumber waste, labor in cutting, kiln drying, milling, assembly and finishing.

The use of costs was also applied to discover the losses due to overruns of parts which led to the installation of a simple production planning and checking department. With no increase in overhead, the overruns were eliminated and the capacity of the

plant doubled with a substantial saving in costs and improvement in delivery dates.

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**Cost Department Authority.** A survey among industrial plants as to the role played by the Cost Department revealed widely dissimilar attitudes by management as to the function of this agency. As a matter of fact some cost accountants were very hazy on this subject themselves.

In some organizations the Cost Department is deemed to be merely a clerical adjunct to another department and its work is restricted to the collection of data on payrolls, labor, production, etc.

The more progressive plants, however, expect and assign a larger duty and responsibility to this department.

\* \* \*

**Cost Accountants' Meetings.** Hartford Chapter will hold an Education Meeting on April 12, the topics scheduled for study being "Preparation of Statistical Control Data for the Use of Management" and "Adequate Record Keeping for the Factory to Insure Simplicity, Economy and Results."

George A. Renard of the National Association of Purchasing Agents, has been secured as the speaker for the regular monthly meeting, April 19, 1938. His subject will be "Cost Saving Through Planned Purchasing."

## Transportation

**Hosford Resigns Coal Commission Post.** Charles S. Hosford, chairman of the National Bituminous Coal Commission, resigned his post effective April 30. Mr. Hosford had previously submitted his resignation during 1937 but withdrew it at the request of President Roosevelt.

\* \* \*

**ICC Orders New Rates and Routes via Sea-Train Lines.** The Interstate Commerce Commission recently issued an order requiring railroads to join with the Sea-train lines in the estab-

lishment of through routes and joint rates. It permitted the railroads to require a scale of rates higher than those in effect by the break-bulk routes by an amount of 17¢ first class. However, the order allowed the railroads to join the Sea-train lines in through rates on the same basis that apply via the break-bulk routes, provided the rail lines see fit to make such arrangements. Postponement of the effective date of its order from April 15, 1938, to June 15 was recently announced by the Commission, insofar as the order requires the establishment of through routes and joint rates.

\* \* \*

**Association Opposes Amendment to Merchant Marine Act.** The Association has vigorously presented its case to the Connecticut delegation in Congress against the inclusion of Section 44 of H. R. 9710—To Amend the Merchant Marine Act, which was recently reported favorably by the House Committee on Merchant Marine and Fisheries. Section 44 of this bill would clothe the Maritime Commission with authority to prescribe maximum and minimum rates for water carriers, apparently in the belief that such action would stabilize the rates of the intercoastal and coast-wise lines and result in their uniform regulation.

The fallacy of this line of reasoning, Association officials pointed out, may be seen in the experience with the Federal Motor Carrier Act which clothed a federal commission with similar powers in the matter of rate making and regulations within the motor carrier industry, and which has resulted in placing a premium on inefficiency of management, thus depriving the public of the benefits of economical transportation. In its statement, the Association declared: "It is inevitably the practice of the commission in authority to prescribe a level of rates that will permit the most poorly managed line to operate at a profit."

In proof of its contention that there is no necessity for a commission to protect the interest of steamship carriers, the Association made a comparison of intercoastal rates between the east and west coasts showing that rates from \$2 to \$2.50 first class have been increased within the past ten



years to \$4, while during the same period the first class rates of all-rail lines have remained constant with the same service. The Association suggested that if it appeared desirable to exercise uniform jurisdiction over all steamship lines, it could readily be accomplished by extending the authority of the Maritime Commission by requiring coastwise steamship lines to file actual rates with the Commission, making a 30-day notification to shippers a requisite before making effective any rate changes.

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**Coal Commission Compiles New Production Data.** The National Bituminous Coal Commission recently announced that it is rapidly compiling new production cost data to be used in the re-establishment of minimum prices and market rules and regulations. Minimum prices were revoked on February 25 after the Court had ruled that the Commission had not held proper public hearings before establishing them. The legal staff of the Commission is busily engaged on a model for future procedure which conforms closely to the mandate of the Court.

★ ★ ★

**Carriers Disappointed at Freight Rate Increase.** Keenly disappointed with the Commission's decision in Ex Parte 123, Railroad officials throughout the nation claim that increases amounting to approximately 5.3% would scarcely enable them to pay increased operating costs and would not afford the railroads the opportunity to inaugurate buying of equipment on a large scale, which, in turn, would stimulate heavy industry.

If the Commission had authorized a blanket horizontal increase of 15%, carriers were planning to put the new rates into effect within two weeks, but with the increased work calculating the haphazard scale of increase, it appears impossible to inaugurate the new tariff before April 1 or shortly thereafter.

★ ★ ★

**Truck Drivers Appeal Verdict.** Appeals to the Supreme Court were filed early in March by John A. Danaher, counsel for John J. Murphy and William Renaud, members of the truck drivers' union, who were convicted on December 23 on charges of conspiracy to violate the laws in their activities in the truck drivers' strike last September. The men are serving state prison sentences.

The whole record of the cases is going to the Supreme Court and the appeal follows exceptions to portions of Judge Ells' charge; to the sufficiency of the charge, and claims that the court erred in denying motions to set aside the verdict and in denying motions for a new trial.

The Hartford truck drivers' union is said to be raising funds to finance the appeals.

★ ★ ★

**Perfect Shipping Month Sought in April.** The New England Shippers Advisory Board and other shipper advisory boards throughout the country are cooperating with the Freight Claim Division of the Association of American Railroads to improve the handling of shipments and eliminate damage, and to make April the perfect shipping month. To accomplish this profitable objective, the New England Shippers Advisory Board has broadcast to Chambers of Commerce and other organizations as well as shippers, information on proper packaging, marking, bills of lading, etc., and made reference to the availability of experienced men, employees of the Freight Claim Division of the A. R. A., 59 East Van Buren St.,

## A Personal Shipping Service

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ATLANTIC COAST PORTS OF CALL: Boston, Camden, New York, Philadelphia, Port Newark. (Eastbound only, Norfolk.)

**SOUTH ATLANTIC SERVICE.** Westbound Joint Service with Arrow Line: 3 sailings every 16 days. Eastbound, 2 sailings every 16 days.

ATLANTIC COAST PORTS OF CALL: Baltimore, Bridgeport, Charleston, Jacksonville, New London, Norfolk, Savannah. (Eastbound only, Mayaguez, Ponce, San Juan, P.R., Wilmington, N. C.)

**PACIFIC COAST PORTS OF CALL (for both Services):**

Alameda, Astoria, Longview, Los Angeles, Oakland, Portland, San Francisco, Seattle, Tacoma. (South Atlantic, Westbound only, San Diego.)

**American - Hawaiian**  
 **Superior Coast-to-Coast Service**  
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Chicago, to assist shippers in loading problems. It has also made known the services of the Freight Container Bureau of the A. R. A., 30 Vesey St., New York, which will lend assistance on packaging problems.

Since good customers are often lost because of receiving goods in poor condition on account of poor packaging, the New England Shippers Advisory Board suggests that all shippers ask their customers to advise them in what condition each shipment of goods was received as a means of preserving good-will.

\* \* \*

**ICC to Get Truck Rates for Massachusetts, Rhode Island and Connecticut.** Uniform rates to affect more than 500 truckmen of Rhode Island, Massachusetts and Connecticut will be presented to the Interstate Commerce Commission, Washington, March 15, by the New England Motor Rate Conference, according to Dawson Ditt, conference chairman of the ICC. The rates are designed to end present chaotic conditions in the three state trucking business, and represent the first concerted effort on the part of truckmen to stabilize their industry.

\* \* \*

**Bridgeport Man Named Hartford Freight Agent.** Effective March 1, Charles F. Goodwin of Bridgeport, succeeded Reginald S. Danforth as freight agent of the New Haven Road, Hartford. Mr. Danforth who has been freight agent in Hartford for 8 years, has been assigned to other duties.

Before coming to Hartford, Mr. Goodwin was freight agent at Bridgeport for a short time and prior to that agent at the Cedar Hill transfer at New Haven.

\* \* \*

**Water Freight Service Started in March.** Water freight service was again made available to New Haven on March 15 by the Thames River Line, making the first water freight service available to New Haven after discontinuance of the Starin Line service during 1937.

Docks at the foot of Brown Street are being used at the New Haven terminal. Two freighters placed in service are the Calvert and the Carisco. Daily service will be maintained with all boats alternating in the service, stops being made at Norwich, New Haven, Bridgeport, Stamford and New York, according to E. E. Fuchs, head of the Thames River Line.

**Railroads Ask Wage Cut.** The Association of American Railroads recommended wage cuts for approximately 1,000,000 workers at a meeting held in Chicago on March 18 because of the inadequacy of the recent 5 percent freight rate increases granted by the Interstate Commerce Commission to meet the critical financial situation facing the railroads in the nation.

If payroll decreases are accepted by the railroad unions it will make it possible for carriers to make desirable expenditures in the interest of improved service to the public and to increase railroad purchases and employment, while a continuation of the present railroad employee wage rates will, in the opinion of railroad officials, tend to push more of the nation's carriers into the receivership and bankruptcy columns, which a number have already entered in the past few years.

\* \* \*

**Transportation Division of Chamber Holds Dinner.** The ninth annual dinner of the transportation division of the Hartford Chamber of Commerce was held February 24 at 6:30 p. m., Hotel Bond, Hartford, preceded by a reception at 6 o'clock.

Governor Cross extended the greetings of the state and Alderman James F. McCourt, acting president of the Board of Aldermen, representing Mayor Spellacy, welcomed the group on behalf of the city.

Major Kenneth F. Cramer of the 169th Infantry, Connecticut National Guard, gave an address on George Washington and national defense. B. A. Butryman, chairman of the transportation division, presided, and Joseph W. Roche, president of the Universal Coal and Wood Company of New Britain, acted as toastmaster.

Arrangements were made by a committee as follows: William B. O'Leary, chairman; William F. Price, F. A. Kirk, John S. Mowbray, George A. Perry, Thomas A. Burley, and John J. Murphy.

\* \* \*

**Carriers Complete Testimony on Train Length Bill.** The railroads of the nation completed their testimony on S. 69 the train length bill, on Friday, March 4. The hearings were resumed again on March 15 when railroad labor offered rebuttal testimony.

Passage of this bill, in the opinion of carriers, transportation men and the Association's Traffic Committee, would materially increase the liability

to accident because of the greater number of trains, and in addition, boost the cost of operation to the carriers, which would ultimately reflect to the disadvantage of shippers in terms of higher freight rates.

## Foreign Trade

**U. S. Signs Trade Agreement with Czechoslovakia.** The United States signed a trade agreement with Czechoslovakia at Washington on March 7, making the seventeenth agreement signed by the United States under the provisions of the Trade Agreements Act of June 12, 1934, as extended on March 1, 1937, and the seventh to be concluded with a European country. It becomes provisionally effective on April 16 pending the declaration of approval by the National Assembly of the Czechoslovak Republic and ratification by the President of the Republic. The agreement will continue in force until April 13, 1939, and indefinitely thereafter until six months after notice of termination has been given by either country, subject to exceptional conditions of modification or earlier termination.

Czechoslovak control over import permits and exchange was considerably alleviated early in 1937 when exchange control was abolished and the requirement of import permits restricted to a specified list of commodities. The trade agreement has further reduced the severity of these special controls with respect to imports of United States products.

Among the concessions made by the United States of interest to Connecticut industry are: glassware; glass and manufactures; table and kitchen utensils; buckles, snap fasteners; metal buttons; safety pins; jacquard cotton towels; chenille; axminster carpets; wilton carpets; spangles and beads; beads in imitation of stone; beaded handbags; buttons, n.s.p.f.; fur felt hats; brass wind instruments.

Among the concessions made by Czechoslovakia of interest to Connecticut are: asbestos paper and asbestos cardboard; abrasive papers; abrasive cloth; record keeping equipment; copper, electrolytic copper; rosette copper; planing, shaping and milling machines; spark plugs; typewriters; dictating machine cylinders and fine soap. Czechoslovakia also eased quota restrictions on certain other products.

\* \* \*

**April Foreign Trade Meeting.** The Foreign Trade Committee of the As-

sociation called its April meeting at the Waterbury Club, Waterbury, on the evening of April 21. Dinner will be served at 6:30 preceding the meeting, with the session starting immediately thereafter or 7:45 p. m. approximately.

Those interested in attending the meeting, either with a view of listening to the discussions or in receiving aid on their own specific foreign trade problems, are cordially invited.

Dinner reservations should be made with the Association's foreign trade secretary, located at 50 Lewis Street, Hartford, on or before April 18.

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**Bureau Cut Restored.** The proposed 10% cut in the appropriation for the Bureau of Foreign and Domestic Commerce, strongly opposed by the Association's Foreign Trade Committee, was reinstated by a vote of the House Committee on Appropriations on February 17.

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**Mexican Discrimination Against American Trade.** In a series of recent acts, namely, the Mexican Income Tax Law, increases of import duties from 50 to 200% (practically prohibiting U. S. imports except those that cannot be secured from other countries) and the final taking over of United States oil properties by the government, Mexico has discriminated against United States in a decidedly unfriendly manner. Such action on the part of a neighbor country, normally considered friendly, is baffling, to say the least. It seems even more serious in view of the fact that the worst of the discriminatory acts have come since a visit of Mexico's Finance Minister to Washington in January when he was able to renew with Secretary of the Treasury Morgenthau our Silver Contract with Mexico,—an Act of great assistance to our southern neighbor in upholding the value of the peso.

Shortly after the return of the Finance Minister to Mexico, his government, almost immediately made a decree whereby import duties on practically all commodities were increased from 50 to 200%, the decree taking effect on January 17 to run until May 1, 1938, after which the duty will be somewhat reduced but still considerably higher than it was prior to January 17. While the increased duty schedule affects all countries, it was apparently aimed at the United States because our merchandise is

much higher in price (about two or three times) than the corresponding merchandise of Germany, Japan or Czechoslovakia, which practically forces the purchase of merchandise from the lower cost countries (Germany, Japan and Czechoslovakia) except in those instances where the United States is the only producer of a certain type of merchandise. The Mexican Government, it is understood, claims it was compelled to make these increases in duties to make certain of the stability of its money. Certain observers have quietly voiced their views that the import duty increases are a clear cut act of Mexico to give trade favoritism to low price markets and that such action was taken by Mexico through very secretive and diplomatic efforts on the part of trade missionaries of Germany and Japan.

New increases in duties into Mexico constitute a terrific blow to the Mexican export business of manufacturers, large and small, in the United States. The latest unfriendly act affecting oil producing companies is the regulations which have forced both the oil interests of the United States and Great Britain from operating in the Mexican fields.

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**Mexican Income Tax Law — Method of Payment.** The Mexican Income Tax Law which provides that foreigners living outside the Republic are subject to the payment of an income tax on income derived from business transacted within the Republic and which requires an anticipatory payment of 3% of the value of commercial invoices covering Mexican shipments, to the Mexican Consul at the time the invoice is presented at the Consulate, with the proviso that a rebate is due if the amount thus paid is in excess of the actual income tax, has never had regulations drawn up for it on the method of rebate. The temporary procedure just recently devised by the Mexican Government as outlined in a recent letter by the Department of Commerce, requires that a statement be made containing the following:

1. Total income derived from merchandise shipped into Mexico during 1937.
2. 65% deduction on total income;
3. Taxable income;
4. Probable liquidation of the tax;
5. Amount covered; and
6. Balance in favor or against the declarant.

This form, or refund claim, may be made before the nearest Mexican Consul or directly to the Mexican Treasury by the declarant's legal representative in Mexico or by submitting the return to the Mexican Custom House which intervened in the largest importation effected by the American shipper during 1937. Although the ruling does not state how the custom-house return is to be made, it is assumed by the Chief of the Division of Commercial Laws, Bureau of Foreign and Domestic Commerce that it must be done by mail in view of the fact that this method is suggested as an alternative when the interested party has no legal representative in Mexico or there is no Mexican Consul available.

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#### **Trade Outlook Good in Argentina.**

Subsequent to the inauguration of Dr. Roberto M. Ortiz, former finance minister and importer, and president of Argentina, friendlier business relations with the United States were forecast by the decree of the Argentine Department of Finance reducing from 20% to 10% the exchange surcharge on the payment of goods imported without prior permits. Other shadows that forecast more profitable business for American exporters to Argentina include the contemplated reciprocal trade agreement; the proposal to appropriate one million pesos for Argentine's representation at the 1939 New York World's Fair; the splendid reception given to the good-will visit of the six United States "flying fortresses"; the pending bill in the U. S. Congress to ratify the Argentine Sanitary Convention and several others.

During 1937 imports from the United States to Argentina increased from 14.6 per cent in 1936 to 16.4 per cent in 1937, while the British proportion of all imports into Argentina fell from 20.4 per cent to 18.9 per cent. In value imports from the United States were 248,156,875 pesos during 1937 while the value of British goods imported was 285,658,989.

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#### **New England Delegation Opposed Decrease in Textile Tariff.**

A squad of 12 New England house members descended on the State Department about mid-March to demand that nothing be written into agreement with Great Britain harmful to the textile industry of the northeast. Of the 12 New England Congressmen who have been placed on the witness list

(Continued on page 27)

# BUSINESS PATTERN

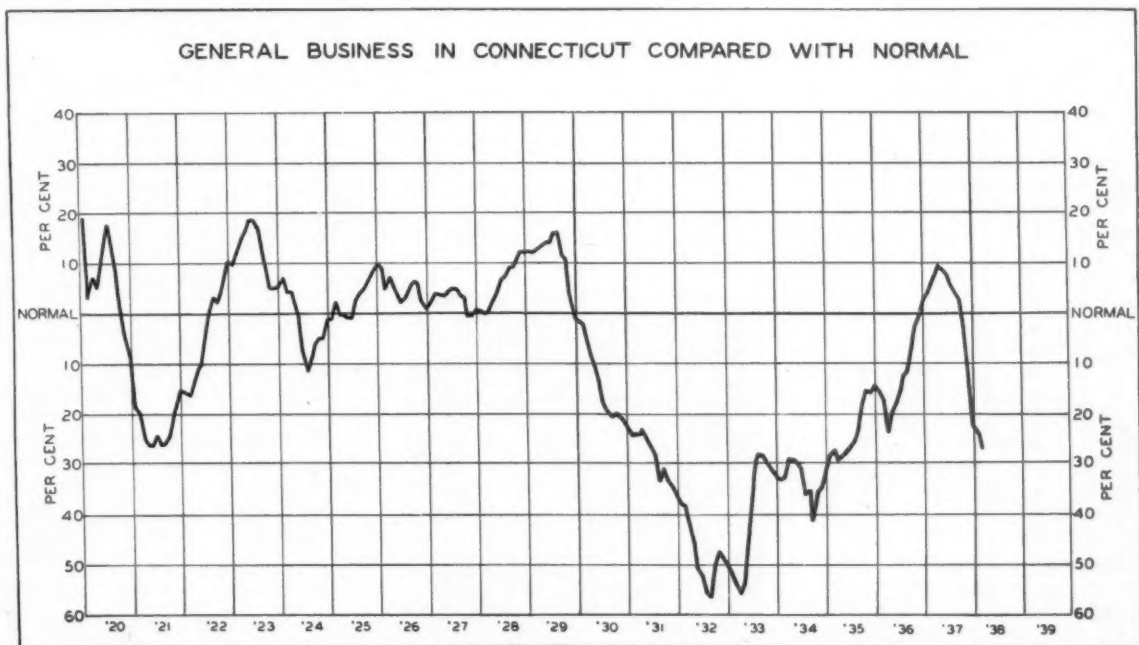
**General Summary.** General business activity in Connecticut continued to recede slowly during February and was approximately three points lower than in the preceding month. Manufacturing operations, except for the textile industry, generally failed to experience the normal seasonal gain over January. The index of the number of man-hours worked in seven cities declined four points during the month while factory employment fell off two points.

tion for the first half of March show no important change from February although there is increasing evidence of a change in the general business trend.

Business activity in the United States also decreased in February to approximately the level prevailing in 1934. The sharpest decreases compared with the preceding month occurred in freight carloadings and the production of electric power and zinc. The out-

line with the usual seasonal pattern had not yet occurred but steel ingot production has risen moderately above the February level. New orders for steel from miscellaneous consumers increased substantially and bookings from several sources for the first half of the month exceeded the total for the entire preceding month.

The trend of wholesale prices during the four weeks ended March showed only a minor decrease, the index of



Freight carloadings on the New Haven Road, after holding steady in January, showed a further loss in February to the lowest point in almost three years. Cotton mill activity increased for the second consecutive month and stood at 41% below the estimated normal compared with 54% below last December. The volume of metal tonnage carried by the New Haven Road decreased further and, at 67% below normal, reached the lowest point since early 1933; a year ago this index was approximately at normal. Building construction work in progress continued to ease moderately during February but current indications point to an up-turn in the near future. Informa-

put of steel and pig-iron, seasonally adjusted, was approximately unchanged from January. The production of automobiles and lumber also remained at the January level but the textile industry, led by a sharp recovery in rayon mills, experienced definite improvement. In previous depressions this particular industry has often preceded revival in other basic industries. Orders for machine tools, due to a reduction in foreign orders, were sharply lower than in January and less than half the total for February 1937. The weekly business index of the New York Times remained relatively stable during the first half of March. Increases in automobile production in

wholesale prices of the U. S. Bureau of Labor Statistics declining 0.4% during that period. Prices of farm products increased slightly while other commodities were moderately lower.

The cost of living in the United States declined 1% in February and was slightly below the same month of 1937. Food prices fell off 2.3% during the month and reached the lowest point since January 1935. The cost of clothing and other items was also lower than in January.

**Financial.** During the four weeks ended March 12 the number of business failures in Connecticut declined 14% from the corresponding 1937 pe-



riod whereas gross liabilities of failures increased 26%. The number of new corporations formed was sharply below a year ago. Real estate sales reflected current business activity and receded 30% below the same 1937 period. The total value of mortgage loans also ran under a year ago.

**Construction.** The total number and value of building permits issued in Connecticut experienced less than the usual seasonal increase during the four weeks ended March 12 and were sharply below the corresponding period last year. Private building, particularly non-residential, has fallen off substantially.

Due to a decrease in new public work and utility projects the seasonally adjusted average daily value of building contracts awarded in 37 eastern states declined abruptly in February and was the lowest since August 1935. New residential building, however, increased more than seasonally over January. Reports from the Federal Housing Administrator indicate that the terms of the 1938 federal housing law are resulting in a considerable expansion in residential building. Applications for FHA mortgages have increased steadily this year and in the week of March 12 amounted to more than \$20,000,000, excluding large-scale residential building. In the corresponding week last year which was also the highest week for 1937, the total value of mortgage applications amounted to slightly less than \$15,000,000.

**Labor and Industry.** The index of the number of man-hours worked in Connecticut factories stood at -24.5% in February against -21% in January and +8% in February 1937. Except for a moderate increase in Meriden the number of man-hours worked in other cities showed a declining tendency contrary to the normal seasonal movement. New Haven and Hartford showed decreases of 22% and 25%, respectively, from February 1937, whereas Meriden reported a drop of 31%, Bridgeport 34%, New Britain 41%, and Bristol 47%. Factory employment in Connecticut was also lower in February and considerably below February 1937. However, in Waterbury brass factories a small increase over the preceding month was reported. In Torrington and Stamford the trend continued downward with both cities reporting fewer employees in factories than a year earlier. The average weekly wage per factory em-

ployee was approximately equal in purchasing power to the average level for 1934. There have been scattered reports of reductions in basic hourly wage rates and, in the United States as a whole, the National Industrial Conference Board indicated a definite though moderate decrease in hourly rates in January and February.

**Trade.** Sales by department stores in the United States during February declined to 88% of the 1923-1925 average compared with 90% in January and 95% in February 1937, the peak month of the recovery. Current reports on retail trade indicate further slackness due in part to the absence of more seasonal weather and the late date of Easter this year.

**Transportation.** The index of freight carloadings in Connecticut declined to 31% below the estimated normal in February compared with -27.6% in January. Shipments of automobiles, building materials and merchandise in less-than-carload lots all showed substantial decreases from the corresponding period last year.



**Editor's Note:** In this column appears a brief description of the books and pamphlets which, in the opinion of a business librarian and the editor, will be helpful to the business man. This month's suggestions are made by Miss Mildred Potter, Librarian, Business Branch, Hartford.

#### **Art and The Machine Age—Sheldon Cheney and M. C. Cheney**

A book on industrial design for the general reader. It calls his attention to design elements that are common to all objects and appliances in his everyday life, and shows how they have developed from 19th century beginnings. It also contains one hundred pages of illustrations carefully selected to show representative contemporary trends and their evolution.

#### **Easy Money—L. D. Edie**

"Easy Money" is a phrase which sums up the spirit in which we are now living. It means low interest rates and high bond prices, both carried to extremes. Has the state the power to

perpetuate easy money? This book discusses the elements of the problem in its practical aspects as well as in its scientific ones. It makes no exact predictions, but gives the reader the signal which must be watched and studied during the coming years in order that the investor, banker or business man may guide his action.

#### **Modern Management—J. E. Walters**

This book has been written in order to present the methods of modern management, and the application of the scientific method to the various phases of that management. It endeavors to give the procedures which modern industrial and business managers are actually using in the management of their companies.

#### **More Power to Advertising—J. R. Adams**

A practical book designed to help advertisers and advertising men to a better job. It grows out of twenty years of successful experience, and aims to aid in enhancing the effectiveness of advertising efforts by an appraisal which is both critical and constructive.

#### **Organized Training in Business—J. H. Greene**

"Training the employee on the job" through means of department training supervisors, foremen conferences, group meetings, etc., is now becoming an integral part of corporations. In this book will be found both principles and methods which can readily be applied in factories, stores, offices, banks and institutions.

#### **Reference Guide to the Study of Public Opinion—H. L. Childs**

Public opinion, a powerful and ever growing factor in everyday life is here outlined thoroughly and scientifically by a Professor at Princeton University. It is the first authoritative guide to the fascinating subject of the workings of the mass mind to be written.

#### **Write and Speak Better—W. G. Hoffman and Roy Davis**

A very practical and helpful book on the use of written and spoken English. Besides including several chapters on business letters, it also discusses speaking before large or small groups, at meetings and on the radio. The use of the voice, pronunciation, and grammar is also taken up. Invaluable to business people who must use English effectively and correctly.



## SERVICES AT YOUR DOOR

An alphabetical list of accessible services recommended to Connecticut Industry readers

### DAN R. CAMPBELL

*Distributor*

*Fire and Safety Appliances  
and  
Dugas Dry Compound Apparatus*  
Stamford Tel. 3-4162

*Rates for this space  
exceptionally low*

### COAL

T. A. D. JONES & CO., INC.  
*24 hour service to Connecticut  
Industries*  
New Haven — Bridgeport

*Ask about rates for one or  
more of these spaces.*

### DIESEL ENGINES

WOLVERINE MOTOR  
WORKS, INC.

6 Union Ave. Bridgeport

### ENGRAVERS

DOWD, WYLLIE & OLSON  
*Advertising Art &  
Photo Engraving*  
106 Ann St. Hartford

### CURTIS 1000 INC.

*"Good Envelopes Plus Ideas"*  
342 Capitol Ave. Hartford, Conn.  
Phone 2-1125

### FENCING

THE JOHN P. SMITH CO.  
*Distributors for Page fence.  
Manufacturers of Wire Cloth,*  
433 Chapel St. New Haven

*Ask about rates for one or  
more of these spaces.*

### THE HENRY SOUTHER ENGINEERING CO.

*Engineering & Chemical  
Service  
Research Facilities for  
Industry*

Hartford, Conn.

*Ask about rates for one or  
more of these spaces.*

### WOODWORK

C. H. DRESSER & SON, INC.  
*Factory—Cabinet—Special Wood-  
work of All Kinds*  
287 Sheldon St. Hartford

*The*  
**LESLIE-  
MURPHY INC.**  
quality photo engraving  
DAY PHONE  
Hartford 6-6651  
NIGHT PHONE  
Manchester 8272

## ...Listing

Copy for listing in this department must be received by the 15th of the month for publication in the succeeding month's issue. We reserve the right to refuse any listing.

### INSURANCE

AMERICAN MUTUAL  
LIABILITY INS. CO.  
*Workmen's Compensation Ins.*  
Boston - Bridgeport - Hartford  
PLATERS SUPPLIES—  
CHEMICALS  
APOTHECARIES HALL  
COMPANY  
*Established 1849*  
WATERBURY, CONN.

*Rates for this space  
exceptionally low*

### PRINTERS

THE CASE, LOCKWOOD &  
BRAINARD CO.  
*Printers and Binders*  
Trumbull St., Hartford

### RECORDING INSTRUMENTS

THE BRISTOL COMPANY  
*Recording and Controlling  
Instruments*  
Waterbury - Connecticut

### TRANSPORTATION

AMERICAN-HAWAIIAN  
STEAMSHIP CO.  
*Coast-to-Coast Freight Service*  
New York — Boston

### MCCARTHY FREIGHT SYSTEM

*An outstanding motor freight  
service in New England*  
General Offices Taunton, Mass.

### DOLLAR STEAMSHIP LINES INC., LTD.

*Inter-coastal—Far-East and  
Mediterranean freight steamer  
Service*  
New York Boston

*Ask about rates for one or  
more of these spaces.*



Ed. NOTE. This department, listing products manufactured in Connecticut by company, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. Not finding any given listing, buyers should write this department for further information.

(Adv.)

<b>Accounting Forms</b> The Baker Goodyear Co New Haven	<b>Bells</b> The Gong Bell Mfg Co East Hampton	<b>Buffing Wheels</b> The Williamsville Buff Mfg Co Danielson
<b>Accounting Machines</b> Underwood Elliott Fisher Co Hartford	<b>Belting</b> The Russell Mfg Co Middletown	<b>Buttons</b> B Schwanda & Sons Staffordville
<b>Acids</b> Nauvattuck Chemical (Div of U S Rubber Prod Inc) Nauvattuck & 1790 Broadway New York	<b>Benchers</b> The Charles Parker Co (piano) Meriden	<b>Cables—Wire</b> The Wiremold Co (armored, armored leaded and non-metallic sheathed cable) West Hartford
<b>Adding Machines</b> Underwood Elliott Fisher Co Hartford	<b>Binders Board</b> Colonial Board Company Manchester	<b>Cabinets</b> The Charles Parker Co (medicine) Meriden
<b>Advertising Printing</b> The Case Lockwood & Brainard Co Hartford	<b>Blowers</b> The Spencer Turbine Co Hartford	<b>Carpet Lining</b> Palmer Brothers Co New London
<b>Advertising Specialties</b> The H C Cook Co 32 Beaver St Ansonia	<b>Blower Fans</b> Colonial Blower Co Hartford	<b>Castings</b> The Charles Parker Co (gray iron) Meriden
<b>Scovill Manufacturing Co (Made to Order)</b> Waterbury	<b>Blower Systems</b> Colonial Blower Co Hartford	<b>The Derby Castings Co (heavy bronze)</b> Seymour
<b>Aero Webbing Products</b> Russell Mfg Co Middletown	<b>Boilers</b> The Bigelow Co New Haven	<b>The Bradley &amp; Hubbard Mfg Co (gray iron, brass, bronze, aluminum)</b> Meriden
<b>Air Compressors</b> The Spencer Turbine Co Hartford	<b>Bolts and Nuts</b> Clark Brothers Bolt Co Milldale	<b>The Sessions Foundry Co (gray iron)</b> Bristol
<b>Aircraft—Repair &amp; Overhaul</b> United Airports Div United Aircraft Corp Kentischer Field East Hartford	<b>The O K Tool Co Inc (T-Slot)</b> 33 Hull St Shelton	<b>John M. Russell Mfg Co Inc (brass, bronze and aluminum)</b> Nauvattuck
<b>Airplanes</b> Chance Vought Aircraft Div United Aircraft Corp East Hartford	<b>The Blake &amp; Johnson Co (nuts, machine screw-bolts, stove)</b> Waterville	<b>McLagan Foundry Co (gray iron) New Haven</b>
<b>Sikorsky Aircraft Div United Aircraft Corp</b> Bridgeport	<b>Bottle Bobbins</b> Sonoco Products Co (Climax-Lowell Div) Mystic	<b>Newton-New Haven Co (zinc and aluminum)</b> 688 Third Ave West Haven
<b>Aluminum Castings</b> Newton-New Haven Co 688 Third Avenue West Haven	<b>Box Board</b> National Folding Box Co New Haven	<b>Scovill Manufacturing Co (brass and bronze)</b> Waterbury
<b>Aluminum Forgings</b> Scovill Manufacturing Co (small) Waterbury	<b>New Haven Pulp &amp; Board Co</b> New Haven	<b>Vanadium Metals Co (brass, bronze and aluminum)</b> Groton
<b>Aluminum Goods</b> Scovill Manufacturing Co (To Order) Waterbury	<b>Robertson Paper Box Co</b> Montville	<b>Union Mfg Co (gray iron)</b> New Britain
<b>Ammunition</b> Remington Arms Co Inc Bridgeport	<b>The Lydall &amp; Foulds Paper Co</b> Manchester	<b>Wilcox Crittenden &amp; Co Inc (gray iron and brass)</b> Middletown
<b>Aromatics</b> Nauvattuck Chemical (Div of U S Rubber Prod Inc) Nauvattuck & 1790 Broadway New York	<b>Boxes—Paper—Folding</b> Atlantic Carton Corp Norwalk	<b>Castings—Permanent Mould</b> The Bradley & Hubbard Mfg Co (zinc and aluminum) Meriden
<b>Artificial Leather</b> The Permatex Fabrica Co Jewett City	<b>S. Curtis &amp; Son Inc</b> Sandy Hook	<b>Chain</b> John M Russell Mfg Co Inc Nauvattuck
<b>Zapon Div, Atlas Powder Co</b> Stamford	<b>M. S. Dowd Carton Co</b> Hartford	<b>Chains—Bead</b> The Bead Chain Mfg Co Bridgeport
<b>Asbestos</b> Rockbestos Products Corp (insulated wire, cable and cords) New Haven	<b>National Folding Box Co (paper folding)</b> New Haven	<b>Chemicals</b> Nauvattuck Chemical (Div of U S Rubber Prod Inc) Nauvattuck & 1790 Broadway New York
<b>The Raybestos Div of Raybestos-Manhattan Inc (brake lining, clutch facings, sheet packing and wick)</b> Bridgeport	<b>Robertson Paper Box Co</b> Montville	<b>Apothecaries Hall Co</b> Waterbury
<b>Assemblies, Small</b> The Wallace Barnes Co Div, Associated Spring Corp Bristol	<b>Brake Lining</b> Colt's Patent Fire Arms Mfg Co Hartford	<b>MacDermid Incorporated</b> Waterbury
<b>Automobile Accessories</b> The Rostand Mfg Co (windshields, seats, and body hardware) Milford	<b>The Raybestos Div of Raybestos-Manhattan Inc (automotive and industrial)</b> Bridgeport	<b>American Cyanamid &amp; Chemical Corp</b> Waterbury
<b>The Wiremold Co (automobile loom &amp; windshield wiper tubing)</b> West Hartford	<b>Brass and Bronze</b> The American Brass Co (sheet, wire rods, tubes) Waterbury	<b>The Skat Co</b> Hartford
<b>Automotive Friction Fabrics</b> The Russell Mfg Co Middletown	<b>The Bridgeport Rolling Mills Co</b> Bridgeport	<b>Chromium Plating</b> Chromium Corp of America Waterbury
<b>Automotive &amp; Service Station Equipment</b> Scovill Manufacturing Co (Canned Oil Dispensers) Waterbury	<b>The Bristol Brass Corp (sheet, wire, rods)</b> Bristol	<b>Chucks &amp; Face Plate Jaws</b> The Skinner Chuck Co New Britain
<b>Balls</b> The Abbott Ball Co (steel bearing and burnishing) Hartford	<b>The Miller Co (Phosphor bronze in sheets, strips and rolls)</b> Meriden	<b>Union Mfg Co</b> New Britain
<b>The Hartford Steel Ball Co (steel bearing and burnishing, brass, bronze, monel, stainless, aluminum)</b> Hartford	<b>Sargent and Company</b> New Haven	<b>Clamps—Wood Workers</b> Sargent and Company New Haven
<b>The Abbott Ball Co (burnishing and tumbling)</b> Hartford	<b>Scovill Manufacturing Co (To Order)</b> Waterbury	<b>Clay</b> Howard Company (Fire Howard "P" and High Temperature Dry) New Haven
<b>The Hartford Steel Ball Co (tumbling)</b> Hartford	<b>Bridgeport Brass Co</b> Bridgeport	<b>Cleansing Compounds</b> MacDermid Incorporated Waterbury
<b>Bathroom Accessories</b> The Charles Parker Co Meriden	<b>Scovill Manufacturing Co</b> Waterbury	<b>Clocks</b> The Ingersoll-Waterbury Co Waterbury
<b>Bearings</b> Norma Hoffmann Bearings Corp (ball and roller) Stamford	<b>The Fletcher Terry Co Box 415, Forestville</b>	<b>Clutch—Friction</b> The Carlyle Johnson Mach Co (The Johnson) Manchester
<b>The Fafnir Bearing Co (ball)</b> New Britain	<b>The Donnelly Brick Co</b> New Britain	<b>Comfortables</b> Palmer Brothers Co New London
	<b>Howard Company</b> New Haven	<b>Conduits</b> The Wiremold Co (flexible steel and non-metallic flexible) West Hartford
	<b>The Fuller Brush Co</b> Hartford	<b>Cones</b> Sonoco Products Co (Climax-Lowell Div) Mystic
	<b>The Hatheway Mfg Co (Dee Rings)</b> Bridgeport	
	<b>The Hawie Mfg Co</b> Bridgeport	
	<b>The G F Prentice Mfg Co</b> New Britain	
	<b>John M Russell Mfg Co Inc</b> Nauvattuck	
	<b>B Schwanda &amp; Sons</b> Staffordville	
	<b>The Patent Button Co</b> Waterbury	
	<b>Buffing &amp; Polishing Compositions</b> Apothecaries Hall Co Waterbury	
	<b>Lea Mfg Co</b> Waterbury	

# IT'S MADE IN CONNECTICUT

— CONTINUED —

**Consulting Engineers**  
The Stanley P Rockwell Co Inc (Consulting)  
296 Homestead Ave Hartford

**Contract Manufacturers**  
The Greist Mfg Co (metal parts and assemblies)  
503 Blake St New Haven

**Copper**  
The American Brass Co (sheet, wire, rods, tubes)  
Waterbury  
The Bristol Brass Corp (sheet) Bristol  
Scovill Manufacturing Co (pipe and service tubing) Waterbury

**Copper Sheets**  
The New Haven Copper Co Seymour

**Copper Shingles**  
The New Haven Copper Co Seymour

**Copper Water Tube**  
Bridgeport Brass Co Bridgeport

**Corrugated Paper & Fibre Products**  
The Danbury Square Box Co Danbury

**Cork Cots**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Corrugated Shipping Cases**  
Gair Thomas Containers Div of the Robert Gair Co Inc New London

**Corsets**  
The Strouse, Adler Co 78 Olive St New Haven

**Cosmetics**  
The J B Williams Co Glastonbury

**Cotton Batting & Jute Batting**  
The Gilman Brothers Gilman  
Palmer Brothers New London

**Cotton Yarn**  
The Floyd Cranska Co Moosup

**Counting Devices**  
Veeder-Root Inc Hartford

**Cutlery**  
Remington Arms Co Inc Bridgeport  
Sta-Brite Products Corp New Haven

**Cut Stone**  
The Dextone Co New Haven

**Cutters**  
The Barnes Tool Co (Genuine Barnes) New Haven  
The Standard Machinery Co (rotary board, single and duplex) Mystic  
The O K Tool Co Inc (inserted tooth milling) 33 Hull St Shelton

**Dictating Machines**  
Dictaphone Corporation Bridgeport

**Die Castings**  
Newton-New Haven Co Inc 688 Third Ave West Haven

**Dies**  
The Hoggson & Pettis Mfg Co 141 Brewery St New Haven

**Die-Heads—Self-Opening**  
The Eastern Machine Screw Corp

**Drum & Barclay Sts New Haven**  
The Geometric Tool Co New Haven

**Dish Washing Machines**  
Colt's Patent Fire Arms Mfg Co Hartford

**Dispersions of Rubber**  
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York

**Draperies**  
Palmer Brothers Co New London

**Drop Forgings**  
Wilcox Crittenden & Co Inc Middletown  
The Blakeslee Forging Co Plantsville  
Atwater Mfg Co

**Driers**  
American Mach & Fdry Co Crawford Oven Div (industrial) New Haven

**Druggists Sundries**  
The Seamless Rubber Co Inc New Haven

**Dyers and Finishers**  
The Aspinook Company Jewett City

**Edged Tools**  
The Collins Co (axes and other edged tools) Collinsville

**Elastic Cords & Braids**  
The Ansonia O & C Co Ansonia

**Elastic Webbing**  
The Ansonia O & C Co Ansonia  
The Russell Mfg Co Middletown

**Electric Appliances**  
The Silcox Co 80 Pliny St Hartford  
Winsted Hardware Mfg Co Winsted

**Electric Cables**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric—Commutators & Segments**  
The Cameron Elec Mfg Co (rewinding motors) Ansonia

**Electric Cords**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Fixture Wire**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electric Heating Element & Units**  
Rockbestos Products Corp (asbestos insulated) New Haven

**Electrical Instruments**  
The Bristol Co Waterbury

**Electric Panel Boards**  
The Plainville Electrical Products Co Plainville

**Electric Wire**  
The Accurate Insulated Wire Co 85 Willow St New Haven

**Rockbestos Products Corp (asbestos insulated)**  
New Haven

**The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)**  
Hamden

**Electrical Control Apparatus**  
The Trumbull Electric Mfg Co Plainville

**Electrical Control Equipment**  
Colt's Patent Fire Arms Mfg Co Hartford

**Electrical Goods**  
A C Gilbert Co New Haven

**Electrical Switches**  
Colt's Patent Fire Arms Mfg Co Hartford

**Elevators**  
The Eastern Machinery Co (passenger and freight) New Haven

**Embalming Chemicals**  
The Embalmers Supply Co Westport

**Engines**  
Wolverine Motor Works Inc (diesel stationary marine) Bridgeport

**Pratt & Whitney Aircraft Div United Aircraft Corp (aircraft)**  
East Hartford

**Envelopes**  
Curtis 1000 Inc Hartford

**Extractors—Tap**  
The Walton Co 94 Allyn St Hartford

**Eyelets**  
The Platt Bros & Co Waterbury

**Fasteners—Slide & Snap**  
The G E Prentice Mfg Co New Britain

**Sargent and Co**  
New Haven

**The Patent Button Co**  
Waterbury

**Scovill Manufacturing Co (snap)**  
Waterbury

**Felt**  
American Felt Co Glenville

**Fibre Board**  
The C H Norton Co North Westchester

**The Wm Foulds & Company**  
Manchester

**Finger Nail Clippers**  
The H C Cook Co 32 Beaver St Ansonia

**Firearms**  
Colt's Patent Fire Arms Mfg Co Hartford

**Remington Arms Co Inc**  
Bridgeport

**Fire Hose**  
Fabrics Fire Hose Co (municipal and industrial) Sandy Hook

**Fireplace Goods**  
The John P Smith Co (screens) 423-33 Chapel St New Haven

**The Rostand Mfg Co**  
Milford

**Fireproof Floor Joists**  
The Dextone Co New Haven

**Fishing Equipment**  
The Horton Mfg Co (reels, rods, lines) Bristol

**Fishing Lines**  
The Bevin-Wilcox Line Co East Hampton

**Fishing Tackle**  
The H C Cook Co 32 Beaver St Ansonia

**Flashlight Cases**  
Scovill Manufacturing Co (metal) Waterbury

**Floor Mats**  
Lambson Specialty Co (industrial & safety mats) Meriden

**Flow Meters**  
The Bristol Co Waterbury

**Forgings**  
Clark Brothers Bolt Co Milldale

**Heppenstall Co (all kinds and shapes)**  
Bridgeport

**Scovill Manufacturing Co (non-ferrous)**  
Waterbury

**Foundries**  
Union Mfg Co (gray iron) New Britain

**Wilcox Crittenden & Co Inc (iron brass aluminum and bronze)**  
Middletown

**The Sessions Foundry Co (iron)**  
Bristol

**The Bullard Company**  
Bridgeport

**Foundry Riddles**  
The John P Smith Co 423-33 Chapel St New Haven

**Rolock Inc (brass, galvanized, steel)**  
Southport

**Furniture—Upholstered**  
Eastern Lounge Co Inc 91 West St New Milford

**Fuses**  
Colt's Patent Fire Arms Mfg Co Hartford

**Galvanizing**  
Malleable Iron Fittings Co Branford

**Wilcox Crittenden & Co Inc**  
Middletown

**Gauges**  
The Bristol Co (pressure, vacuum, indicating, recording and controlling) Waterbury

**Gears**  
The Snow & Petrelli Mfg Co (reverse and reduction) New Haven

**Glass Coffee Makers**  
The Silcox Co 80 Pliny St Hartford

**Glass Cutters**  
The Fletcher Terry Co Box 415, Forestville

**Glass Working Equipment**  
Hartford-Empire Co Hartford

**Golf Equipment**  
The Horton Mfg Co (clubs, shafts, balls, bags) Bristol

**Graphite Crucibles & Products**  
American Crucible Co Shelton

**Grinding**  
Centerless Grinding Works (production & custom) 70 Knowlton St, Bridgeport

**Grinding Wheels**  
The Bridgeport Safety Emery Wheel Co 1302 W Broad St Bridgeport

**Hardware**  
Sargent and Co New Haven

**Wilcox Crittenden & Co Inc (marine heavy and industrial)**  
Middletown

**Hardware—Trailer Cabinet**  
The Excelsior Hardware Co Stamford

**Hardware, Trunk & Luggage**  
J H Sessions & Son Bristol

**Hat Machinery**  
Doran Brothers, Inc Danbury

**Heaters**  
The E J Manville Machine Co Waterbury

**Heat Treating**  
The Bennett Metal Treating Co Elmwood

**1045 New Britain Ave**  
The Stanley P Rockwell Co Inc Hartford

**296 Homestead Ave**  
Hartford

**Heat-Treating Equipment**  
The Stanley P Rockwell Co Inc (commercial) Hartford

**296 Homestead Ave**  
Hartford

**The Wallace Barnes Co Div, Associated Spring Corp**  
Bristol

**Heating Apparatus**  
Crane Company Bridgeport

**Heating Pads**  
The Seamless Rubber Co Inc New Haven

**Highway Guard Rail Hardware**  
Malleable Iron Fittings Co Branford

**Hinges**  
Sargent and Company New Haven

**Homer D Bronson Company**  
Beacon Falls

**Holists and Trolleys**  
Union Mfg Company New Britain

**Hose Supporters**  
The Ansonia O & C Co Ansonia

**Hose Supporter Trimmings**  
The Hawie Mfg Co (So-Lo Grip Tabs) Bridgeport

**Hospital Supplies**  
The Seamless Rubber Co Inc New Haven

**Industrial Finishes**  
Zapon Div Atlas Powder Co Stamford

**Industrial Ovens**  
American Mach & Fdry Co, Crawford Oven Div (all processes—batch and conveyor types) New Haven

**Insecticides**  
American Cyanamid & Chemical Corp Waterbury

**Insulated Wire Cords & Cable**  
The Kerite Insulated Wire & Cable Co Inc Seymour

**The Whitney Blake Co (Graybar Elec Co Exclusive Distributors)**  
Hamden

**Japanning**  
J H Sessions & Son Bristol

**Key Blanks**  
Sargent and Company New Haven

**The Graham Mfg Co**  
Derby

**Kitchen Tools**  
Wallace Bros Wallingford

**Knit Goods**  
American Hosiery Company New Britain

**Labels**  
J & J Cash Inc (Woven) South Norwalk

**Naugatuck Chemical (Div of U S Rubber Prod Inc) (rubber) Naugatuck & 1790 Broadway**  
New York

**Lacquering**  
Ball & Socket Mfg Co (film application) West Cheshire

**Lacquers & Synthetic Enamels**  
Zapon Div Atlas Powder Co Stamford

**Ladders**  
A W Flint Co 136 Haven St, New Haven

**Lamps**  
The Rostand Mfg Company (brass, colonial style & brass candlesticks) Milford

**The Greist Mfg Co (portable, office, floor, table and novelty) 503 Blake St New Haven**



# IT'S MADE IN CONNECTICUT

— CONTINUED —

**Latex**  
Naugatuck Chemical (Div of U S Rubber  
Products Inc) Naugatuck & 1790 Broadway  
New York

**Leather**  
The Geo A Shepard & Sons Co (hat, garment & fancy) Bethel  
Herman Roser & Sons Inc (Genuine Pig-skin) Glastonbury

**Leather Goods Trimmings**  
The G E Prentice Mfg Co New Britain

**Lighting Equipment**  
The Miller Co (Miller, Duplexalite, Ivanhoe) Meriden

**Lime**  
The Skat Co (unslaked) Hartford

**Locks**  
Sargent and Company New Haven

**Locks—Cabinet**  
The Excelsior Hardware Co Stamford

**Locks—Suit-case and Trimmings**  
The Excelsior Hardware Co Stamford

**Locks—Trunk**  
The Excelsior Hardware Co Stamford

**Locks—Zipper**  
The Excelsior Hardware Co Stamford

**Machinery**  
The Hallden Machine Company (mill) Thomaston

**The Bullard Company** Bridgeport

**The Standard Machinery Co (bookbinders)** Mystic

**Machines**  
Andrew C Campbell Div American Chain & Cable Co Inc (cutting & nibbling) Bridgeport

**The Patent Button Company** Waterbury

**Machines—Automatic**  
The A H Nilson Mach Co (Special) Bridgeport

**Machines—Forming**  
The A H Nilson Mach Co (four-slide wire and ribbon stock) Bridgeport

**Malleable Iron Castings**  
Malleable Iron Fittings Co Branford

**Marine Equipment**  
The Rostand Mfg Co (portlights, deck, cabin and sailboat hardware) Milford

**Wilcox Crittenden & Co Inc** Middletown

**Marking Devices**  
The Hoggson & Pettis Mfg Co New Haven

**Mattresses**  
Palmer Brothers Co New London

**Waterbury Mattress Co** Waterbury

**Measuring Instruments**  
The Bristol Co (long distance) Waterbury

**Metal Cleaners**  
Apothecaries Hall Co Waterbury

**Metal Cleaning Machines**  
Colt's Patent Fire Arms Mfg Co Hartford

**Metal Goods**  
Bridgeport Brass Co (to order) Bridgeport

**Metal Novelties**  
The H C Cook Co 32 Beaver St Ansonia

**Metal Products—Stampings**  
J H Sessions & Son Bristol

**The Greist Mfg Co** 503 Blake St New Haven

**Scovill Manufacturing Co (Made to Order)** Waterbury

**Metal Specialties**  
Winsted Hardware Mfg Co Winsted

**The Excelsior Hardware Co** Stamford

**The G E Prentice Mfg Co** New Britain

**The American Buckle Co (sheet metal over-all trimmings)** West Haven

**The Greist Mfg Co** 503 Blake St New Haven

**Metal Stampings**  
The Patent Button Co Waterbury

**The Excelsior Hardware Co** Stamford

**J H Sessions & Son** 32 Beaver St Ansonia

**The Greist Mfg Co** 503 Blake St New Haven

**Milk Bottle Carriers**  
The John P Smith Co 323-33 Chapel St New Haven

**Mill Supplies**  
Wilcox Crittenden & Co Inc Middletown

**Moulded Plastic Products**  
Colt's Patent Fire Arms Mfg Co Hartford

**Mouldings**  
The Wiremold Co (surface metal race-ways) West Hartford

**Moulds**  
The Hoggson & Pettis Mfg Co (steel) 141 Brewery St New Haven

**The Sessions Foundry Co (heat resisting for non ferrous metals)** Bristol

**Nickel Anodes**  
Apothecaries Hall Co Waterbury

**The Seymour Mfg Co** Seymour

**Nickel Silver**  
The Seymour Mfg Co Seymour

**Nippers**  
The Wm Schollhorn Co New Haven

**Nuts Bolts and Washers**  
Clark Brothers Bolt Co Milldale

**Office Equipment**  
Underwood Elliott Fisher Co Hartford

**Oil Burner Equipment**  
Wallingford Steel Co (heat resisting steel) Wallingford

**Malleable Iron Fittings Co** Branford

**Oil Burners**  
American Mach & Fdry Co, Crawford Oven Div (bakers' ovens—reel & conveyor types, industrial ovens—all types) New Haven

**Paints and Enamels**  
Keeler & Long Inc. Waterbury

**The Tredebeck Paint Mfg Co** Meriden

**Paints and Varnishes**  
Keeler & Long Inc. Waterbury

**Paperboard**  
Gair Thames Containers, Div of the Robert Gair Co Inc New London

**Paper Boxes**  
Robertson Paper Box Co (folding) Montville

**National Folding Box Co (folding)** New Haven

**Paper Clips**  
The H C Cook Co (steel) 32 Beaver St Ansonia

**Paper Tubes and Cores**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Parallel Tubes**  
Sonoco Products Co (Climax-Lowell Div) Mystic

**Perfume Bases**  
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York

**Pewter Ware**  
R Wallace & Sons Mfg Co Wallingford

**Phosphor Bronze**  
The Seymour Mfg Co Seymour

**The Bristol Brass Corp (sheet)** Bristol

**Pipe**  
The American Brass Co (brass and copper) Waterbury

**Howard Co (cement well and chimney)** New Haven

**Crane Company (fabricated)** Bridgeport

**Bridgeport Brass Co (brass & copper)** Bridgeport

**Scovill Manufacturing Co (copper, red brass and yellow brass)** Waterbury

**Pipe Fitters' Tools & Equipment**  
The Barnes Tool Co (Genuine Barnes) New Haven

**Pipe Fittings**  
Malleable Iron Fittings Co Branford

**Plastic Products**  
The Seamless Rubber Co Inc (made of Bakelite) New Haven

**Platers**  
The Patent Button Co Waterbury

**The Plainville Electro Plating Co** Plainville

**Platers—Chrome**  
The Plainville Electro Plating Co Plainville

**Platers' Equipment**  
MacDermid Incorporated Waterbury

**Pliers**  
The Wm Schollhorn Co New Haven

**Plumbers' Brass Goods**  
Bridgeport Brass Co Bridgeport

**Scovill Manufacturing Co** Waterbury

**Plumbing Specialties**  
John M Russell Mfg Co Inc Naugatuck

**Pole Line**  
Malleable Iron Fittings Co Branford

**Polish**  
The Skat Co (auto and metal) Hartford

**Polishing Wheels**  
The Williamsville Buff Mfg Co Danielson

**Presses**  
The Standard Machinery Co (plastic molding, embossing, and die cutting) Mystic

**Propellers—Aircraft**  
Hamilton Standard Propellers Div United Aircraft Corp East Hartford

**Pruners**  
The Wm Schollhorn Co New Haven

**Punches**  
The Hoggson & Pettis Mfg Co (ticket & cloth) 141 Brewery St New Haven

**The Wm Schollhorn Co (hand)** 414 Chapel St New Haven

**Putty Softeners—Electrical**  
The Fletcher Terry Co Box 415 Forestville

**Pyrometers**  
The Bristol Co (recording and controlling) Waterbury

**Railroad Equipment**  
The Rostand Mfg Co (baggage racks and mirrors for passenger cars) Milford

**Rayon Yarns**  
The Hartford Rayon Corp Rocky Hill

**Razors**  
Schick Dry Shaver Inc (electric) Stamford

**Reamers**  
The O K Tool Co Inc (inserted tooth) 33 Hull St Shelton

**Reclaimed Rubber**  
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York

**Recorders and Controllers**  
The Bristol Co (humidity, motion and operation) Waterbury

**Refractories**  
Howard Company New Haven

**Resistance Wire**  
The C O Jelliff Mfg Co Southport

**Retainers**  
The Hartford Steel Ball Co (bicycle & automotive) Hartford

**Reverse Gear—Marine**  
The Carlyle Johnson Mach Co Manchester

**Riveting Machines**  
The Grant Mfg & Machine Co Bridgeport

**The Raybestos Div of Raybestos-Manhattan Inc (brake service equipment)** Bridgeport

**Rivets**  
Clark Brothers Bolt Co Milldale

**The Blake & Johnson Co (brass, copper and non-ferrous)** Waterville

**J H Sessions & Son** Bristol

**The Raybestos Div of Raybestos-Manhattan Inc (brass and aluminum tubular and solid copper)** Bridgeport

**Rods**  
The Bristol Brass Corp (brass and bronze) Bristol

**Roof Coatings & Cements**  
Tilo Roofing Co Inc Stratford

**Roofing—Built Up**  
Tilo Roofing Co Inc Stratford

**Rubber Chemicals**  
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York

**Rubber Dispersions**  
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York

**Rubberized Fabrics**  
The Duro-Gloss Rubber Co New Haven

**Rubber Footwear**  
The Goodyear Rubber Co Middletown

**United States Rubber Prod Inc (Keds, Kedettes, Gaytees, U. S. Royal Footwear)** Naugatuck

**Rubber Goods**  
The Connecticut Hard Rubber Co New Haven

**The Seamless Rubber Co Inc** New Haven

**Rubber Latex**  
Naugatuck Chemical (Div of U S Rubber Prod Inc) Naugatuck & 1790 Broadway New York

**Rubbish Burners**  
The John P Smith Co 423-33 Chapel St New Haven

**Safety Fuses**  
The Ensign-Bickford Co (mining & detonating) Simsbury

**Scissors**  
The Acme Shear Company Bridgeport

**Screw Machine Products**  
The Blake & Johnson Co Waterville

**Centerless Grinding Works**  
70 Knowlton St Bridgeport

**The Eastern Machine Screw Corp** Truman & Barclay St New Haven

**The Humason Mfg Co** Forestville

**Scovill Manufacturing Co** Waterbury

**Screws**  
The Blake & Johnson Co (machine) Waterville

**Sargent and Company** New Haven

**Clark Brothers Bolt Co** Milldale

**The Charles Parker Co (wood)** Meriden

**The Bridgeport Screw Co (wood)** Bridgeport

**Scovill Manufacturing Co (cap and machine)** Waterbury

**Sewing Machines**  
The Greist Mfg Co (Sewing machine attachments) 503 Blake St New Haven

**The Merrow Machine Co (Industrial)** 2 Laurel St Hartford

**Shaving Preparations**  
The J B Williams Co Glastonbury

**Shears**  
The Acme Shear Co (household) Bridgeport

**Sheet Metal Products**  
The American Brass Co (brass and copper) Waterbury

**Sheet Metal Stampings**  
The Patent Button Co Waterbury

**J H Sessions & Son** Bristol

**Shoe Laces**  
The Ansonia O & C Co Ansonia

**Signals**  
The H C Cook Co (for card files) 32 Beaver St Ansonia

**Silks**  
Cheney Brothers South Manchester

# IT'S MADE IN CONNECTICUT

- CONTINUED -

<b>Silverware</b>	
International Silver Co (tableware, nickel silver, silver plate and sterling)	Meriden
R Wallace & Sons Mfg Co (tableware, nickel silver, silver plate and sterling)	Wallingford
<b>Silverware-Hotel &amp; Institutional</b>	
International Silver Co	Meriden
R Wallace & Sons Mfg Co	Wallingford
<b>Silverware-Plated Hollowware</b>	
International Silver Co	Meriden
R Wallace & Sons Mfg Co (and flatware)	Wallingford
<b>Silverware-Sterling &amp; Plated Trophies</b>	
International Silver Co	Meriden
R Wallace & Sons Mfg Co	Wallingford
<b>Silverware-Sterling Silver Hollowware</b>	
International Silver Co	Meriden
R Wallace & Sons Mfg Co (and flatware)	Wallingford
<b>Silverware-Tableware, Silver</b>	
International Silver Co	Meriden
<b>Silverware-Tableware, Silver Plate</b>	
International Silver Co	Meriden
<b>Silverware-Tableware, Sterling</b>	
International Silver Co	Meriden
<b>Sizing and Finishing Compounds</b>	
American Cyanamid & Chemical Corp	Waterbury
<b>Smoke Stacks</b>	
The Bigelow Company (steel)	New Haven
<b>Soap</b>	
The Skat Co (liquid and paste)	Hartford
<b>Speakers</b>	
Cinaudagraph Corp (High Fidelity for radios, motion picture houses and public address systems)	Stamford
<b>Special Parts</b>	
The Greist Mfg Co (small machined, especially precision stampings)	503 Blake St New Haven
<b>Sponge Rubber</b>	
The Sponge Rubber Products Co	Derby
<b>Sporting Goods</b>	
The Seamless Rubber Co Inc	New Haven
<b>Spreads</b>	
Palmer, Brothers Company	New London
<b>Spring Units</b>	
Owen Silent Spring Co Inc (mattresses and upholstery furniture)	Bridgeport
<b>Spring Washers</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Springs-Coll &amp; Flat</b>	
The Humason Mfg Co	Forestville
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Springs-Flat</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Springs-Furniture</b>	
Owen Silent Spring Co Inc	Bridgeport
<b>Springs-Wire</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Stainless Steel Ware</b>	
Sta-Brite Products Corp	New Haven
<b>Stair Pads</b>	
Palmer Brothers Company	New London
<b>Stamps</b>	
The Hoggson & Pettis Mfg Co (steel) 141 Brewery St	New Haven
<b>Stampings-Small</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Staples</b>	
Sargent and Company	New Haven
E H Hotchkiss Company 10-16 Hoyt St	Norwalk
<b>Stapling Machines</b>	
E H Hotchkiss Company 10-16 Hoyt St	Norwalk
<b>Steel</b>	
Wallingford Steel Co (strip and sheets cold rolled)	Wallingford
Wallingford Steel Co (cold rolled strip and stainless)	Wallingford
<b>Steel Castings</b>	
The Hartford Electric Steel Co (carbon and alloy steel) 540 Flatbush Ave	Hartford
Malleable Iron Fittings Co	Branford
Nutmeg Crucible Steel Co	Branford
<b>Steel-Cold Rolled Spring</b>	
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Steel Goods</b>	
Scovill Manufacturing Co (To Order)	Waterbury
<b>Stop Clocks, Electric</b>	
The H C Thompson Clock Co	Bristol
<b>Studio Couches</b>	
Waterbury Mattress Co	Waterbury
<b>Surgical Supplies</b>	
The Seamless Rubber Co Inc	New Haven
<b>Switchboards</b>	
Plainville Electrical Products Co	Plainville
<b>Switchboard Wires and Cables</b>	
Rockbestos Products Corp (asbestos insulated)	New Haven
<b>Switches</b>	
Colt's Patent Fire Arms Mfg Co	Hartford
<b>Tableware-Stainless Steel</b>	
International Silver Co	Meriden
R Wallace & Sons Mfg Co	Wallingford
<b>Tableware-Tin Plate</b>	
Wallace Bros	Wallingford
<b>Tacking Machines</b>	
E H Hotchkiss Company 10-16 Hoyt St	Norwalk
<b>Tanks</b>	
The Bigelow Company (steel)	New Haven
<b>Tape</b>	
The Seamless Rubber Co Inc	New Haven
The Russell Mfg Co	Middletown
<b>Tap Extractors</b>	
The Walton Co	94 Allyn St Hartford
<b>Taps, Collapsing</b>	
The Geometric Tool Co	New Haven
<b>Tarred Lines</b>	
Brownell & Co Inc	Moodus
<b>Textile Machinery</b>	
The Merrow Machine Company 2 Laurel St	Hartford
<b>Thermometers</b>	
The Bristol Co (controlling, recording and indicating)	Waterbury
<b>Thread</b>	
Max Pollack & Co Inc	Groton
The American Thread Co	Willimantic
The Gardiner Hall Jr Co (cotton sewing)	South Willington
<b>Threading Machines</b>	
The Grant Mfg & Machine Co (double and automatic)	Bridgeport
<b>Timers, Interval</b>	
The H C Thompson Clock Co	Bristol
<b>Tinning</b>	
Wilcox Crittenden & Co Inc	Middletown
<b>Tools</b>	
The Hoggson & Pettis Mfg Co (rubber workers) 141 Brewery St	New Haven
The O K Tool Co Inc (inserted tooth metal cutting) 33 Hull St	Shelton
<b>Toys</b>	
A C Gilbert Company	New Haven
The Gong Bell Co	East Hampton
The N. N. Hill Brass Co	East Hampton
<b>Transmissions</b>	
New Departure Div of General Motors (variable speed)	Bristol
<b>Trucks-Lift</b>	
The Excelsior Hardware Co	Stamford
<b>Trucks-Skid Platforms</b>	
The Excelsior Hardware Co (lift)	Stamford
<b>Tube Clips</b>	
The H C Cook Co (for collapsible tubes) 32 Beaver St	Ansonia
<b>Tubing</b>	
The American Brass Co (brass and copper)	Waterbury
Scovill Manufacturing Co (copper alloys)	Waterbury
<b>Tubing-Condenser</b>	
Scovill Manufacturing Co	Waterbury
<b>Twine</b>	
The Undine Twine Mills Inc	Moodus
<b>Twine-Cable Cord</b>	
The Undine Twine Mills Inc	Moodus
<b>Twine-Chalk Line</b>	
The Undine Twine Mills Inc	Moodus
<b>Twine-Mason Line</b>	
The Undine Twine Mills Inc	Moodus
<b>Twine-Sail</b>	
The Undine Twine Mills Inc	Moodus
<b>Twine-Seine</b>	
Brownell & Co Inc	Moodus
<b>Twine-Mills Inc</b>	
The Undine Twine Mills Inc	Moodus
<b>Twine-Trot Line</b>	
The Undine Twine Mills Inc	Moodus
<b>Typewriters</b>	
Underwood Elliott Fisher Co	Hartford
<b>Typewriter Ribbons</b>	
Underwood Elliott Fisher Co	Hartford
<b>Underclearer Rolls</b>	
Sonoco Products Co (Climax-Lowell Div)	Mystic
<b>Vacuum Cleaners</b>	
The Spencer Turbine Co	Hartford
<b>Valves</b>	
Reading-Pratt & Cady Div, American Chain & Cable Co Inc	Bridgeport
<b>Valves-Automatic Air</b>	
Beaton & Cadwell Mfg Co	New Britain
<b>Valves-Flush</b>	
Beaton & Cadwell Mfg Co	New Britain
<b>Valves-Relief &amp; Control</b>	
Beaton & Cadwell Mfg Co	New Britain
<b>Venetian Blinds</b>	
The Permatex Fabrics Co	Jewett City
<b>Venetian Blind Webs</b>	
The Russell Mfg Co	Middletown
<b>Ventilating Systems</b>	
Colonial Blower Co	Hartford
<b>Vises</b>	
The Charles Parker Co	Meriden
<b>Washers</b>	
The Blake & Johnson Co (brass, copper & non-ferrous)	Waterville
American Felt Co (felt)	Glenville
Clark Brothers Bolt Co	Milldale
The Sessions Foundry Co (cast iron)	Bristol
J H Sessions & Son	Bristol
<b>Watches</b>	
Benrus Watch Co 30 Cherry St	Waterbury
The Ingersoll-Waterbury Co	Waterbury
<b>Webbing</b>	
The Russell Mfg Co	Middletown
<b>Welding Rods</b>	
The Bristol Brass Corp (brass & bronze)	Bristol
<b>Wicks</b>	
The Russell Mfg Co	Middletown
<b>Wire</b>	
The Bristol Brass Corp (brass and bronze)	Bristol
The Driscoll Wire Co (steel)	Shelton
Hudson Wire Co Winsted Div (insulated & enameled magnet)	Winsted
The Accurate Insulated Wire Co 85 Willow St	New Haven
<b>Wire Arches and Trellis</b>	
The Atlantic Wire Co (steel)	Branford
The Bridgeport Screw Co (scratch brush)	Bridgeport
<b>Wire Baskets</b>	
The Platt Bros & Co (zinc wire) P O Box 1030	Waterbury
Rockbestos Products Corp (asbestos insulated)	New Haven
Scovill Manufacturing Co (brass, bronze and nickel silver)	Waterbury
<b>Wire Cable</b>	
The John P Smith Co 423-33 Chapel St	New Haven
<b>Wire Cloth</b>	
The Cole-Roscoe Mfg Co	South Norwalk
The C O Jelliff Mfg Corp	Southport
The John P Smith Co 423-33 Chapel St	New Haven
<b>Wire Connectors</b>	
The Wiremold Co	West Hartford
<b>Wire Drawing Dies</b>	
The Waterbury Wire Die Co	Waterbury
<b>Wire Dipping Baskets</b>	
The John P Smith Co 423-33 Chapel St	New Haven
<b>Wire Forms</b>	
The Humason Mfg Co	Forestville
The Wallace Barnes Co Div Associated Spring Corp	Bristol
<b>Wire Goods</b>	
The Patent Button Co	Waterbury
The American Buckle Co (overall trimmings)	West Haven
Scovill Manufacturing Co (To Order)	Waterbury
<b>Wire Mesh</b>	
Rolock Inc (all meshes and metals)	Southport
<b>Wiremolding</b>	
The Wiremold Co	West Hartford
<b>Wire Reels</b>	
The A H Nilson Mach Co	Bridgeport
<b>Wire Partitions</b>	
The John P Smith Co 423-33 Chapel St	New Haven
<b>Wire Rings</b>	
The American Buckle Co (pan handles and tinner's trimmings)	West Haven
<b>Woodwork</b>	
C H Dresser & Son Inc (Mfg all kinds of woodwork)	Hartford
<b>Yarns</b>	
The Ensign-Bickford Co (jute carpet)	Simsbury
<b>Zinc</b>	
The Platt Bros & Co (ribbon, strip and wire) P O Box 1030	Waterbury
<b>Zinc Castings</b>	
Newton-New Haven Co Inc 688 Third Ave	West Haven

## HIGH SPOTS!

(Continued from page 2)

—this being the ruling laid down by Chairman Harrison. In a long telegram to Senator Loneran, President Hubbard of the Association stated that Professor Fairchild could not be in Washington by Saturday and made a strong protest that three days' hearings were inadequate for such an important bill. Still unmoved, Chairman Harrison requested the Clerk of the Finance Committee to wire Mr. Hubbard on March 17 that the Association could have its spokesman appear no later than Saturday or else file a brief with the committee which would be read on Monday, March 21.

Refusing to accept Chairman Harrison's ruling for ending the hearings on Saturday, President Hubbard again wired Senator Loneran asking him to renew his efforts with Chairman Harrison to permit Professor Fairchild to appear on Monday. In his vigorous appeal to Senator Loneran, Mr. Hubbard pointed out that only one witness had appeared before the House Ways and Means Committee during tax bill hearings; a small merchant from Bridgeport speaking on but one phase of the measure; that the tax bill would cost Connecticut \$115,000,000 annually; and that a leading industrial state like Connecticut should be given the opportunity to appear before the Finance Committee.

Again appealing to Chairman Harrison, Senator Loneran, also a member of the Finance Committee, was able to secure an extension on the hearing to permit the Association's tax expert to testify on Monday, March 21.

Appearing on Monday in behalf of the Association, Professor Fairchild urged the Senate Finance Committee to discard the undistributed profits tax principle entirely, to abandon the excess profits tax or at least average it over a period of three years, to substitute a flat rate on corporate net income, to revamp the law on capital gains and losses, to fix valuation for capital stock purposes on a book basis, and to extend the filing date for income return. He emphasized the uncertainties and inequities of the present law that constituted a "block" to recovery, and that a sound redraft of the bill along the lines outlined would stimulate business. He emphasized further that revenues do not

solely depend on tax rates, that lower rates might well result in higher revenue because of the larger tax base that will come from the encouragement given to business enterprise, and that its stimulus would likewise aid the government on the spending side by easing the drain on relief funds.

Criticizing the Treasury Department's insistence on retention of the undistributed profits tax, Chairman Harrison of the Senate Finance Committee, presiding Tuesday at hearings on the 1938 Revenue Bill, urged Dr. Roswell Magill, Treasury spokesman, to study the testimony offered the previous day by Professor Fairchild, who had argued for a tax law which would encourage business. Chairman Harrison's exact statement was reproduced on page 16 of the New York Times, March 23.

Meeting in executive session on March 24, designed to hasten enactment of the tax measure, the Senate Finance Committee clipped out the undistributed profits tax and drastically revised the capital gains levy. For the profits levy, the committee substituted a flat 18 percent rate on corporation income, with a proviso for special treatment for small companies. In place of the House-Approved sliding scale of capital gains rates, the committee approved a flat rate of 15 percent, which would generally apply to long-term capital gains, or those realized on assets held more than 18 months. The vote to strike out the profits levy in the Senate Finance Committee was 17 to 4.

Indications were on March 24 that the Senate would approve the Finance Committee amendments but that a show-down battle would come in conference between the Senate and House, since it is believed that the House will temporarily refuse to accept the Senate amendments, thus forcing a conference, where it is expected that the President will exert pressure for continuation of the undistributed profits tax and other features. Chances look good for a tax bill more encouraging to business because of the general desire of Congress to "do something" to promote recovery.

**Progress on Other Bills.** Although Administration pressure increases for the passage of a wage-hour bill during this session of Congress, with the President's Gainesville, Georgia, speech on "feudalism" as an audible example

of that pressure, Congress is becoming more and more depression conscious, and is bent on giving some real stimulus to recovery. One group in Congress is considering new "pump priming" expenditures. Another and ever increasing group demands tax relief. Still another group demands a "clearing of the air" of uncertainties about past, present and future policies which have a tendency to disturb business. A fourth point of view desires to stimulate loaning to industry by the RFC.

Additional and significant indications of the growing movement to encourage business may be noted by recent action as follows:

1. John C. Frey of the A. F. of L. metal trades department joined the opposition to the McFarlane Patent Licensing Bill, H. R. 9259 recently, by saying "we regret that this is up now because it has created great uncertainty in the minds of small manufacturers . . . in the minds of men who should have every encouragement that Congress can give them to go ahead . . . this should be considered at a time when it won't be discouraging to anyone and then it should not put us in the position of tearing down a house to repair the plumbing."

2. The Justice Department has just expressed reluctance to discuss the compulsory licensing proposal.

3. Patent Office representatives have indicated their attitude towards the McFarlane bill will be unfavorable.

The status of other chief bills affecting industry is as follows:

1. Borah-O'Mahoney industry licensing bill, S. 3072. Hearings disclose that the measures will need to be revamped substantially before it can reach the full committee. All indications point to the fact that it will remain to torment another session of Congress.

According to the best judgment of Washington observers, Arthur M. Allen, president of Baltic Mills, delivered the most telling "blow" against the Borah-O'Mahoney bill by his masterful opposition presentation in behalf of the Association and several Rhode Island organizations before a Senate subcommittee of the Judiciary. On the stand for nearly three hours, Mr. Allen deserves the honor and gratitude of American business and all true believers in our democratic form of government, for his able presenta-



tion and his rapid and effective responses to a withering fire of cross-questioning.

2. Reorganization bill. Administration forces seem to have the upper hand by a slight margin as indicated by their slight victory in defeating several amendments proposed by oppositionists. The general public is becoming increasingly aware that its death is equally important to the nation as that of the Supreme Court Packing bill, and are rallying to the support of their Senators and Representatives through telegrams and letters opposing its passage.

3. Patman Chain Store Bill appears dead for this session since it continues to remain on the pending list before House Ways and Means Committee.

4. New Wagner Bill to require compliance with National Labor Relations Act and Federal Contractors and Borrowers. Hearings are under way at press time before Senate Education and Labor Subcommittee.

5. Wheeler-Lea Bill, extending powers of Federal Trade Commission, approved by President, March 22.

6. New "Little TVA" bill, S. 2555, under consideration by the Senate Agricultural Committee has been side-tracked by the scheduling of hearings on a new regional planning proposal which proposes to establish regional planning agencies but limits them to recommendations which can be approved or disapproved by Congress as it sees fit. This action shows increasing "independence" of thought and action in Congress.

7. Copeland Food and Drug Bill, S. 5, was reported favorably. It would tighten provisions of the food and drug act and extend in turn to cosmetics, therapeutic devices and additional drugs. It appears to be slated for passage toward the end of the session (believed to be sometime in May).

## NIGHTMARE

(Continued from page 1)

which is more than 71 and less than 86, the tax shall be a percentage of the adjusted net income equal to the sum of 4, plus one-third of the amount by which 86 exceeds the percentage which the dividend credit is of the adjusted net income."

## NEW ASSOCIATION MEMBERS SINCE JANUARY 1, 1937

### 1937 Roster

Name	Chief Product	Address
The Keeney Manufacturing Company	Plumbers' tubular brass goods	Newington
Lewis Engineering Company	Recording instruments	Naugatuck
International Film Book Corporation	Reading	Norwalk
Lea Manufacturing Company	Buffing composition	Waterbury
The Champlin Box Company	Wooden boxes	Hartford
The Clogston-Haskell-Michaelis Corporation	Paper boxes	New Haven
Dahl Ice and Storage Company	Ice	Norwich
Connecticut Tool and Engineering Co.	Tool and special machinery	Bridgeport
Waterbury Wire Die Works	Dies	Waterbury
The Charles Parker Company	Flat ware	Meriden
Kellogg and Bulkeley Company	Lithographers	Hartford
The Duro-Gloss Rubber Company	Rubber products	New Haven
The Hartford Gas Company	Gas	Hartford
The Chambers-Storck Company	Copper photo engraving	Norwich
Garino, Inc.	Woollens	Norwich
The Tracy Company	Medicinal manufacturing	New London
The Union Fabric Company	Corset steels	Derby
Cecil K. White, Inc.	Lighting fixtures	New Haven
The Napier Company	Silversmiths and custom jewelry	Meriden
T. O'Toole and Sons, Inc.	Printing	Stamford
The Bridgeport Safety Wheel Company	Emery wheels	Bridgeport
Ideal Fur Company	Hatters' fur	Danbury
T. B. Simonds, Inc.	Printing	Hartford
Tilo Roofing Company, Inc.	Roofing	Stratford
The Swan Tool and Machine Co.	Machinery and tools	Hartford
Bridgeport Thermostat Co., Inc.	Thermostats	Bridgeport
The J. M. Ney Company	Dental gold	Hartford
The Verplex Company	Lamp shades	Essex
C. H. Dresser and Son, Inc.	Woodworking	Hartford
Centerless Grinding Works	Cylindrical grinding	Bridgeport
Alsop Engineering Corp.	Brick and wood	Milldale
Cinaudagraph Corporation	Loud speakers	Stamford
The Kron Company	Scales	Bridgeport
Palmer Bros. Engines, Inc.	Gas engines	Cos Cob
Porter-Dearington Textiles, Inc.	Celanese textiles	Putnam
The American Specialty Co.	Screw machine products	Stratford
The Miller Company	Electric lamps and fixtures	Meriden
Mullite Refractories Co., Inc.	Fire brick	Shelton
The Hawkins Company	Traps and tacks	South Britain
Arthur Smith, Inc.	Lace	Deep River
Danbury-Knudsen, Inc.	Push buttons and cork screws	Danbury
Waterbury Corrugated Container Co.	Boxes	Waterbury
The Connecticut Hard Rubber Co.	Rubber goods	New Haven
Hartford Clamp Company	Clamps and steel bars	East Hartford
Ernst Bischoff Company, Inc.	Pharmaceuticals	Ivoryton

### 1938 Roster to March 19

The Griswold Textile Print, Inc.	Screen printing of cotton, rayon, etc.	Moosup
Parizek Bros.	Pearl buttons	W. Willington
The Mowry Finishing Co.	Textile finishing	Addison
Aromatic Products Inc.	Essential oils	Springdale
Electric Soldering Iron Co., Inc.	Soldering irons, electric, health ray lamps	Deep River
The Dano Electric Company	Electrical windings	Winsted
The United Illuminating Co.	Light and power	New Haven
The Aspinook Corporation	Cotton textiles	Jewett City
The Fort Trumbull Paper Corp.	Paper candy cups	New Haven
Elmore Silver Company, Inc.	Silverware novelties	Meriden
Automatic Signal Corporation	Traffic systems	East Norwalk
Danbury and Bethel Fur Co. Inc.	Hatters' fur	Danbury
Folding Boxes Inc.	Paper boxes	Manchester
Meyer Iron and Brass Foundry, Inc.	Iron castings	Shelton
Connecticut Gas Products, Inc.	Oxygen, acetylene welding equip.	South Meriden
The Metal Products Corp.	Metal products	West Haven

Page the Stroud twins and Amos and Andy!

But seriously, there is real ground for the request which Professor Fairchild, who represented the Manufacturers' Association of Connecticut in Washington, made of the Senate Finance Committee that the due-date on corporation taxes be advanced from March 15 to May 1. Chairman Harrison, Senator Loneragan and other members of the committee seemed to give consideration to this proposal because they must have realized the tremendous burden which is placed upon employers, particularly during the early months of the year.

## BRIDGEPORT FABRICS

(Continued from page 4)

glass yarn fabrics for various uses have been produced successfully. More rapid strides in the further development and use of glass yarn fabrics are expected in the near future with Bridgeport Fabrics Inc. receiving a profitable advantage therefrom.

Although considered in the "small business" category, since the company, under normal operating conditions employs approximately 350, it has operated, particularly in recent years, on the theory that a development department is as necessary to



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City ..... State .....

continued success in business as efficient production departments. Therefore, to keep "in step" with the fast moving changes in the automotive and other narrow fabrics fields it has engineers constantly employed on experimental and development work.

In all, Bridgeport Fabrics Inc., owns three properties and operates a fourth in St. Hyacinthe, Province of Quebec, Canada. Plant No. 1 is located at 805 Wood Avenue, Bridgeport, containing, in all, buildings, basements and storage sheds around 30,000 feet of floor space. Plant No. 2, located at 194 Holland Avenue, is made up of two buildings containing approximately 40,000 feet of floor space. In addition there are two storage sheds and a four car garage on the property. Plant No. 2A located at 165 Holland Ave., Bridgeport consists of two connecting buildings, designed to provide for expansion through the addition of extra stories by adding extra stories. In all these buildings provide some 10,000 feet of floor space. In addition there is approximately 1½ acres of vacant land which may be used for future expansion if and when desired.

All products produced by Bridge-

port Fabrics Inc., are sold direct to manufacturers—automobile, suspender, corset and others who use narrow woven fabrics. Although sales started to decline in the early half of 1937 during the labor disturbances in the automobile industry, the drop in the company's business was more pronounced in the latter half of the year and reached its all-time low for the past 20 years in February this year. However, any upturn in the automobile field will see the company's looms humming again on a full time basis rather than on the drastically reduced schedules now prevailing.

About a year and a half ago the management inaugurated an unusual yet simple, plan of sharing its successes with employees who have a service record of six months or more. At dividend time the management declares an employee dividend at the same time it determines stockholder dividends and the amount to be carried to surplus for future needs. The dividends which have been paid quarterly on March 15, June 15, Sept. 15 and December 15 averaged 6% of individual employee earnings since inauguration of the employee dividend plan up to March 15, 1938. Because

of the extremely low ebb of business and poor earnings for the previous quarter, and the uncertainty when more profitable operation might be resumed, the March dividend was passed, but only after a thorough explanation of the reasons.

From the days when the original certificate of incorporation stated, "The purposes for which said corporation is formed are the following, to manufacture and sell all kinds of coach laces and to buy and sell out and deal in any and all real and personal property, machinery, and stock necessary or convenient for the prosecution of said business," up to now is over 50 years—a period of intense national development and trying times. Bridgeport Fabrics Inc., grew stronger during the ups and downs of the period and because of its progressive policies bids fair to secure its full share of the fruits of progress in the next century as in the past. The present officers of the company are: H. B. Naramore, president; F. L. Mills, vice president; E. J. Morrell, secretary; T. N. Wakeman, treasurer. These with the following make up the board of directors: W. B. Spencer, Horace B. Merwin and William West.

## NEW LONDON

(Continued from page 6)

London a Junior, co-ed college, specializing in two-year terminal courses. If present, embryonic plans mature, this will be ideally located in a former summer estate, in a rambling Colonial structure overlooking the water and with a coveted beach of its own.

A Merchant Marine Officers' School also is a New London possibility.

New London, established in 1646 as the Pequot Colony by John Winthrop, the younger, is rich in Indian lore and scars of fights for freedom. Until Civil War times, when whaling as an industry began to decline, it was second only to New Bedford in the number of vessels sent out to the whaling grounds and in the amount of sperm brought in. Its present day shipping consists of the receipt of lumber and pulp cargoes from the west coast and abroad; unloaded from large freighters at its thousand foot State Pier. This—and catering to the yachting trade.

Factory-wise, New London has retrograded in the past half decade. Some of its silk weaving has gone entirely; some has been switched to rayon. Its bed comfortable and stair padding businesses have been consolidated with out of town branches of the companies. Its dyeing business is dead. But the crepe is not yet hung on the door of all industrialism in the old whaling port. Known as the home of tin tubes, this industry employing some 350 hands continues to flourish. So long as so many packaged toiletries are thus contained, it no doubt will.

Its printing press manufacturing, a prominent industry before the great war, and which struggled for existence for a score of years, has been rejuvenated. In new hands, with younger blood and profitable contacts, it promises to again become an important payroll adjunct to the city's prosperity.

Such other diversified industries as chuck and broach making, pharmaceutical preparations, turbines, paper boxes, submarine building, making of linoleum cement and paperhangers' size, building and repairing of boats and yachts, booking cigarette papers, rolling cigars, numerous needle trades establishments and a \$3,500,000 annual Federal payroll, keep New Londoners employed and stabilize local conditions.

Ideally located half way between Boston and New York on the N. Y., N. H. & H. main shore line; a termi-



**OFF for Bermuda.** Despite foggy weather crowds were on shore at Ocean Beach, New London, to watch the start of the sailing boat race to the little southern isle.

nus of the Grand Trunk, with several first class bus lines, New London has unexcelled transportation service. Summer ferries to eastern Long Island and Block Island and year 'round boat service to Fisher's Island, add their quota in good transportation facilities.

Having been first in Connecticut to adopt the city manager form of government in preference to the former mayoralty type, this city has continued it with successive successful business administrations since 1921.

Adequately supplied with good secondary and high schools—high schools here are not co-ed, except the trade high school; well kept streets and sidewalks; strong banks and building and loan associations; fine theatres; prosperous clubs; busy hospitals; well supported churches; an extraordinary public beach and an active chamber of commerce, New London has much to commend it. For good measure, balmy winters with an average temperature of 32° and delightful summers with an average temperature of 69° are offered as nature's contribution to make folks want to come and to stay.

Historically, one may spend days satisfying a desire. Prominent among the town's relics are the County Court House, 1784; Mt. Vernon House, 1790; Ancient Burial Ground, 1646; School where Nathan Hale taught, 1774; Town Mill, 1650; Shaw Mansion and Historical Society, 1756; Fort Trumbull, 1849; New London Light, 1801; Hempstead House, 1678; Huguenot House, 1751; and others. Across the river, in Groton, Ft. Griswold, 1775; Groton Monument, 1830; Mother Bailey House, 1775 and 1812; Ebenezer Avery House, 1775. Incomparable whaling exhibits are open to the public in semi-private museums.

Trade-wise New London is fortunate in having unusually good stores for a 32,000 community with a drawing population of 76,000. With the next larger city 46 miles distant, its retail establishments may depend upon far greater local support than in communities where metropolitan centers are nearer.

Seventy-one per cent of New London's homes are single dwellings of the better type. Its income is derived from manufacturing, 30.5%; public service, 17.6%; trade, 13.6%; personal service, 11.1%; transportation and commerce, 10.5%; professional 7.4%; miscellaneous, 1.6%.

Per capita savings in New London are placed at \$1053 compared with \$538 for Connecticut as a whole. Its per capita spending is quoted at \$411 compared with \$268 average for Connecticut. These are department of commerce figures. Its total retail sales are \$19,824,000.

The New London Chamber of Commerce slogan sums up New London in a few words—"A Good Harbor—Afloat or Ashore."

## FOREIGN TRADE

(Continued from page 16)

to appear before the Committee for Reciprocity Information, nine are Republicans and three Democrats. Nine come from Massachusetts and one each from Connecticut, Vermont and New Hampshire. Congressman Citron, Democrat of Middletown, an avowed friend of the reciprocal trade program, found himself in the company of eleven other Congressmen opposed to any concessions which threaten New England textile products.



# Service Section

On account of space limitations, the material and used equipment items offered for sale by Association members have not been classified by sizes or usage best adapted. Full information will be given on receipt of inquiry. Listing service free to member concerns. All items offered subject to prior sale.

## materials for sale

CONDULETS and fittings, remnants of covering materials—velours, velvets, mohair, tapestries, denims, chintzes, and cretonnes, semi-finished and cast-iron; U. S. S. nuts, pulleys, flat and crown face-steel and cast-iron; new shaft hangers, brass wire, brass rods, aluminum tubing, cold drawn steel—mostly hex; miscellaneous lot of material used in the manufacture of molded rubber parts and flooring, knife switches—new and many sizes; carload C. I. drop bases; lead pipe, lead sheet, acid proof pipe fittings, 124 bars screw stock varying thicknesses and lengths, white absorbent tissue process from cotton, rotary convertor, colors and dyes—large anneal copper with high silver content in rolls J. H. Williams' wrenches variety, lacquers—several hundred gallons in assorted colors; and soft in assorted sizes.

## equipment for sale

ANNUNCIATORS, baskets, beaders, beamers, bearings, belt stretchers, blowers, boilers, braiders, bronze runners, cans, cards, woolen; car loaders, chain, chairs, chamfer, clocks, time recorders; clock systems, colors and dyes, compressors, condulets, converters, conveyors, cookers, cooking utensils, doublers, draftsman's table, drop hammers, drops, board; drums, drying racks, dyes, engines, evaporators, extractors or percolators, fans, filtering carbon, folders, forming rolls, frames, furnaces, gears, generators, grinders, grindstones, grinding wheels, guiders, headers, lamp shades, lathes, lifters, looms, De Laski circular; machines, automatic; machines, calculating; machines, compressing; machines, dieing; machines, drilling; machines, filing; machines, filling; machines, folding; machines, knitting; machines, mercerizing; machines, milling; machines, pipe-cutting and threading; machines, pleating down; machines, riveting; machines, screw; machines, threading; machines, tongue and groove; machines, washing; mercerizer equipment; millers, mixers, mills, rubber; mixing rolls, motors, oil circuits; oven drawers, paints and lacquers; panels, planers, plungers, pointers, presses, profilors, pulley drives, pumps, reamers, receivers, rheostats, safe cabinets, saws, scales, screens, seamers, shapers, shears, spindles, spinning mules, steam tables, steam warmers, stitcher, 192 monitor corner box switches, tables, tanks, toilet equipment, trucks, ash can; tube closers; wire, wire screw and yarders.

## for sale or rent

FOR RENT. In Hartford, Connecticut, units of 5,000 to 16,000 sq. ft. in fully sprinklered modern building suitable for light or heavy manufacturing. Elevator, heat, watchman service included in rental. New York, New Haven and Hartford Railroad siding available. Out of flood area. Will rent at reasonable rates. For particulars apply to Billings and Spencer Company, Nelson Smith, 75 Pearl Street, Hartford, or your own broker.

FOR SALE. One Elliott Addressing Machine in good condition. For further particulars and price, Address S. E. 95.

WANTED. A used 20 foot trailer, without furniture; one formerly used for demonstrating products would answer. Address Charles A. Post, 476 Capitol Avenue, Hartford, Conn. Tel. 2-4195.

FOR SALE. Steam Fire Pump. One "Worthington-Knowles" standard underwriters pump, 16" x 9" x 12". Capacity 750 gallons per minute or 3 good 1½" smooth nozzle streams, full speed 70 Rev. per minute. A-1 condition. It may be inspected on its present foundation. Low price for quick sale. Write Box No. S. E. 97.

FOR SALE. 1 Universal Displayer with five wings, size 26 x 43; also 2 Hooven Typewriters. Make us your best offer. Address S. E. 98.

EQUIPMENT FOR SALE. Quantity of line shafting with steel and wood pulleys. Counter shafts with loose pulleys and hangers. No. 14 Rockwood Base. Address S. E. 99.

FOR SALE. Wood Bending Business. Machinery, tools, forms, patterns and some lumber. Business now operating, but space occupied by this department required for other purposes. Sales to furniture, sporting goods, boat building and aircraft industries. Pratt, Read & Co., Inc., Deep River, Connecticut.

FOR SALE. 100 H. P. Ames Steam Engine direct connected to 2 phase 240 volt Generator, complete with switchboard, transformer, etc. Excellent condition. This unit is reasonably priced for early disposal. Address S. E. 104.

## employment

PERSONNEL DIRECTOR; SEASONED EXECUTIVE. Mechanical engineer, familiar all phases manufacturing; safety; vestibule training; employment welfare; hospitalization; insurance; successful handling labor problems under all conditions. Address P. W. 397.

ENGINEER. Graduate of Harvard and of the Civil Engineering School, University of Cincinnati, who has had fifteen years' experience in architectural and highway engineering work, and who has held several executive positions, desires again to return to New England to serve a progressive company in the field of industrial engineering or sales engineering. For interview address P. W. 399.

YOUNG MAN, 27, single, with a thorough training and experience in the silk and rayon industry in Europe, especially weaving and merchandising, seeks an opportunity to serve a manufacturer in New England along the lines of his vast experience. Willing to start at very low salary to prove his ability. Address P. W. 401.

PLANNING AND PRODUCTION MAN. Carnegie Tech graduate who has had approximately 11 years' experience as a planning and production engineer as well as experience in purchasing, sales promotion and in the duties of secretary of a corporation, now seeks an opportunity in a Connecticut or New England manufacturing establishment where his capabilities may serve to the mutual profit of his employer and himself. Present company now in process of liquidation. For interview address P. W. 402.

COST ACCOUNTANT—OFFICE EXECUTIVE. Married man, with over twenty years' experience in textile industry, both flat and pile fabrics, in cost accounting, cost reduction, production planning, raw material purchasing and office administration, desires position of similar type. Can furnish best of references. Address P. W. 403.

MANAGER-SUPERINTENDENT. Seasoned executive, metal products, member American Society Mechanical Engineers. Development of New Lines of work. Address P. W. 405.

TRAFFIC MAN. Young married man, 33, who has had 15 years' experience as a rate clerk and traffic man. Compiled tariffs for rate bureau on special assignment. Has good knowledge of industrial traffic work. He seeks traffic position with Connecticut or New England concern. Address P. W. 406.

FINANCIAL EXECUTIVE. Thoroughly qualified in all phases of general and cost accounting systems, budgets, finance, office management, insurance, credits, etc. Competent organizer with constructive and analytical mind. Desires connection where ability can be utilized to good advantage. Christian, university graduate, age 35, married, now employed. For interview address P. W. 407. (A. M. J.)

MANUFACTURING EXECUTIVE. Pressed and deep drawn metal stampings; screw machine products; castings, and hot forgings. Thorough knowledge of office routine; purchasing; costs; including budgetary control; design engineering; the development of new lines of work; tooling-up; materials handling; modern production methods; wage systems; time study with rate setting; employment problems including hospitalization; vestibule training; insurance; safety engineering; incentives, etc. Syndicate and premium goods in all finishes a specialty. Member American Society Mechanical Engineers. Now employed Factory Manager, and desirous of locating in Connecticut. Address P. W. 408.

Alert young executive with three successful years as assistant superintendent would like to connect with progressive organization where his knowledge of production, wage incentives and factory systems will be of assistance in helping it to grow. Address P. W. 409.

Office and Factory executive with long experience wishes a position as either Office or General Manager of a medium sized Manufacturing Plant having a product with future possibilities. Salary expected to start, a living wage for a married man. Finest of references can be given and other details explained at an interview. At present employed. P. W. 410.



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**W**HEN you buy an insurance policy or bond, you are buying an insurance company's "promise to pay" under certain stipulated conditions.

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